

THE TIMES

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Serious allegations 'must be resolved'

Speaker calls for inquiry into 'sleaze'

By Philip Webster and Andrew Pierce

THE Speaker yesterday increased the pressure on the Government over the cash-for-questions affair by demanding a full and speedy investigation into "very serious" allegations made against MPs and ministers since the collapse of Neil Hamilton's libel case against *The Guardian*.

Betty Boothroyd said that the reputation of the whole House had been called into question and she felt very strongly that the whole issue must be resolved quickly by an inquiry that was "as transparent as possible".

Within 90 minutes, the Commons Committee on Standards and Privileges was meeting to consider her request and to hear the parliamentary watchdog Sir Gordon Downey appeal for more staff and resources to carry out a wide-ranging inquiry that could take several months.

Miss Boothroyd took some Conservative MPs by surprise with her forthright remarks. Some were irritated that she had effectively scuppered any chance of a limited inquiry and that her strong language would keep the issue in the public eye.

Ministers had hoped that any new inquiry would not include allegations that the



"Do you ever worry your kids might drift into politics?"

promised that "all necessary steps" would be taken to ensure that the committee and Sir Gordon had enough staff.

Miss Boothroyd's intervention came as both Labour and the Liberal Democrats were pressing for a wider inquiry. Both were also urging her to rule on whether Mr Willetts should be referred to Sir Gordon for allegedly trying to influence the Commons select committee on members' interests. Last night it appeared that the case of Mr Willetts' memorandum on a conversation with the former committee chairman Sir Geoffrey Johnson Smith, would be considered by the committee but not specifically by Sir Gordon.

Sir Gordon has already started work on a report for the committee on *The Guardian's* claims that Mr Hamilton accepted cash from the Harrods owner Mohamed Al Fayed for tabling parliamentary questions. Both Mr Hamilton and Ian Greer, the lobbyist said by the newspaper to have acted as Mr Al Fayed's intermediary, have expressed their willingness to appear before Sir Gordon.

In her statement, Miss Boothroyd said: "While the House has been adjourned very serious allegations have been widely made about the conduct of a number of Members. Indeed, the reputation of the House as a whole has been called into question."

"As Speaker, I am bound to be concerned about that. It is not for me to make any kind of judgment on the merits of the complaints made. But I would not be doing my duty as Speaker if I allowed the situation to pass without saying that I believe very strongly that these matters must be resolved as soon as possible."

She added: "I will not allow allegations of misconduct to be made across the floor of the House. Wherever the complaints are heard, the members concerned are entitled to know precisely what it is they have to answer."

"The proceedings should be as transparent as possible so as to maintain public confidence. At the end of the issues ought to be resolved by a decision of this House."

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Mary Walz: she says Barings' deputy chairman told her that she was a star

Barings 'owe me £500,000'

By Adrian Lee

A FORMER director of Barings bank claimed yesterday that she was entitled to a £500,000 bonus agreed the day before Nick Leeson brought the company down with losses of £860 million.

Mary Walz, who was ultimately dismissed and criticised by the Bank of England for failing to monitor Leeson's activities, said that Barings' deputy chairman had told her that she was a "star" and she believed that the bonus agreement was "set in stone".

She is claiming that the refusal by ING, the Dutch company which rescued Barings, to pay the money was an unlawful deduction of her wages. ING says that the agreement was informal, had

not been approved at senior level and that since the bank collapsed the next day, there was no profit-sharing pool from which she could be paid.

Miss Walz, 36, of Butlers Wharf, central London, was global head of equity financial products and her responsibilities included the derivatives operation in which Leeson traded in Singapore. She joined Barings in 1992 at a salary of £80,000 plus a £160,000 bonus and the following year, her bonus rose to £300,000 on top of a £93,000 salary. On January 1, 1994, she became a director and was sent to Hong Kong to oversee the bank's Far East trading, an industrial tribunal in Stratford, east London, was told.

Miss Walz said that at 11am on February 23 last year, she was called to see the deputy chairman, Andrew Tuckey, in his 18th-floor office at Barings' Bishopsgate headquarters. She said: "I knew it would be for the formal announcement of my bonus. He handed me a slip of paper containing my name and a figure of £500,000. It was the figure I expected to see. He said something like 'Mary what can I say? You are a star'. He continued how everyone was very pleased. I thanked him."

Mr Tuckey had joked that she should "not spend it all in one place" and she replied that she might spend it on a painting. "There was no mention of a painting."

Continued on page 2, col 5

Mowlam meets Maze terrorists in attempt to save ceasefire

By Nicholas Watt, Chief Ireland Correspondent

MO MOWLAM, the Shadow Northern Ireland Secretary, last night tried to shore up the loyalist ceasefire by meeting 12 Protestant paramilitary inmates at the Maze Prison.

Some of the most notorious terrorists from the Ulster Defence Association and the Ulster Volunteer Force told Ms Mowlam that their ceasefire would be maintained only if London and Dublin cracked down on the IRA. The prisoners, who included Michael Stone, the UDA triple murderer, also called for loyalist inmates to be freed early as a reward for supporting the ceasefire in the face of renewed IRA terrorism.

Stone entered loyalist folklore in 1988 when he ambushed the funeral in West Belfast of three IRA terrorists who had been shot dead by the SAS in Gibraltar. Mourners at the Milltown Cemetery covered in terror as Stone killed three mourners, including a member of the IRA. He said that he had intended to murder Gerry Adams and Martin McGuinness, the leaders of Sinn Fein. After Stone



Adair: among most brutal of loyalist terrorists

She also met Johnny Adair, the first terrorist to be convicted under a new charge of directing terrorism when he was sentenced to 16 years in September last year. Today she will pass on the prisoners' concerns to Sir Patrick Mayhew, the Secretary of State for Northern Ireland.

Ms Mowlam, who was praised by Conservative MPs last night for her unprecedented meeting at the prison on the outskirts of Belfast, said she hoped her talks would underpin the loyalist ceasefire. She said: "I want to listen to their concerns and to tell them of the public support and growing respect for those loyalists who are working hard to maintain their ceasefire."

She added: "It has been tough for them to hold it. Every atrocity makes it harder for them... All I can do is to push this forward. I never cease to be impressed by the attitude of loyalists."

The names of Michael Stone and Johnny Adair are among the most notorious of loyalist terrorists. The pair were instrumental in giving the Ulster Defence Association a reputation for brutal, cold-

blooded murder in the final years of its campaign before the 1994 ceasefire.

Stone entered loyalist folklore in 1988 when he ambushed the funeral in West Belfast of three IRA terrorists who had been shot dead by the SAS in Gibraltar. Mourners at the Milltown Cemetery covered in terror as Stone killed three mourners, including a member of the IRA. He said that he had intended to murder Gerry Adams and Martin McGuinness, the leaders of Sinn Fein. After Stone

was jailed for 30 years. Adair took over his mantle as Ulster's most brutal loyalist terrorist.

An agenda for the start of serious multi-party talks on the future of Northern Ireland was close to settlement last night after an important breakthrough.

As Sir Patrick pledged that republicans could not bomb their way to the negotiating table, David Trimble's Ulster Unionists and John Hume's SDLP agreed the agenda for the opening plenary session at Stormont.

The proposed agenda was put before the other parties for their approval.

Blair leads crusade for family values

By Our Political Editor

TONY BLAIR yesterday reopened the battle for the moral high ground in politics with a pledge that the aim of every department in a Labour government would be to support family and community life.

In a speech in South Africa he said that his dream of a decent society in Britain would be built on the values of a strong family unit.

He defended the plans put forward by Jack Straw, the Shadow Home Secretary, for child curfews. He said parents had a responsibility to know where their children were and what they were doing. "I can see no reason at all for young children to be out on their own late at night, and I can see many reasons why they should not be — not least their own safety. We are examining

measures to tackle this. Some have called it curfew. I call it child protection."

Mr Blair denied that there was any comparison with John Major's "back to basics" campaign. "This is not some cry for a return to Victorian values but a call for a return to the basic decent values my generation grew up with but which have been eroded."

Last night the Conservatives hit back, saying that the speech was "new rhetoric with policies firmly rooted on the tradition of the nanny state." Brian Mawhinney, the Tory chairman, said it was "just a cover up for saying Labour will interfere in people's lives". It was "phony Tony the TV evangelist".

Leading article, page 21

The Times
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Dunblane report 'fails to back total handgun ban'

By Jill Sherman, Chief Political Correspondent

LORD CULLEN is believed to have stepped back from calling for a total ban on handguns in his Dunblane massacre report, opting for less draconian controls.

Ministers were said to be "relaxed" about the 200-page report, which was delivered to the Government in the early hours yesterday. They are expected to agree at a Cabinet committee meeting this morning to go ahead instead with a ban on storing handguns at home. The compromise will anger campaigners in Dunblane who want a total ban.

Lord Cullen conducted a five-week inquiry after Thom-

as Hamilton shot dead 16 children and a teacher at Dunblane Primary School in March before killing himself.

Tomorrow Michael Forsyth, the Scottish Secretary, who commissioned the inquiry, and Michael Howard, the Home Secretary, will publish the report and the government response. Laws to ban guns being kept at home are expected to be included in next week's Queen's Speech. The measures are expected to get through the Commons easily as they are backed by Labour and the Liberal Democrats.

Officials from the Scottish Office, the Home Office and

Downing Street yesterday discussed the report's recommendations and any implications of even a partial ban.

One problem that could arise from a ban on guns at home is a wave of compensation claims. Although the Government fought these bitterly after the Hungerford massacre, they had to pay out £600,000. A total handgun ban has been estimated to mean a £140 million bill.

Ministers are expected to recommend a tighter security regime and stricter licensing procedures.

Gun club fears, page 10

Earth cooling off after climate flip

By Nick Nuttall, Environment Correspondent

ASHARP cooling of the planet occurred this year, reversing the warming trend that began in the early 1980s, Meteorological Office scientists say.

Dr Phil Jones of the University of East Anglia and Dr Dave Parker of the office's Hadley Centre for Climate Prediction and Research said the dip in temperature was due to a phenomenon known as the North Atlantic oscillation which has flipped for the first time in ten to 15 years.

During most years, there is low pressure over Iceland and a high over the Azores in the winter months. It means that westerly winds dominate blowing over the British Isles

and into northern Europe and Russia.

But this year there was a "flip" similar to the famous freezing winter of 1963, with a high between Scotland and Iceland and low in the Azores leading to easterly winds sweeping in from Siberia and the Arctic. These led to freezing Siberian winds blasting most of Canada and northern Europe, including Britain over Christmas and during the early part of the year.

This year will be 0.2 to 0.15 degrees C cooler than 1995, the hottest year on record, and 1990, the second hottest.

Forecast, page 26

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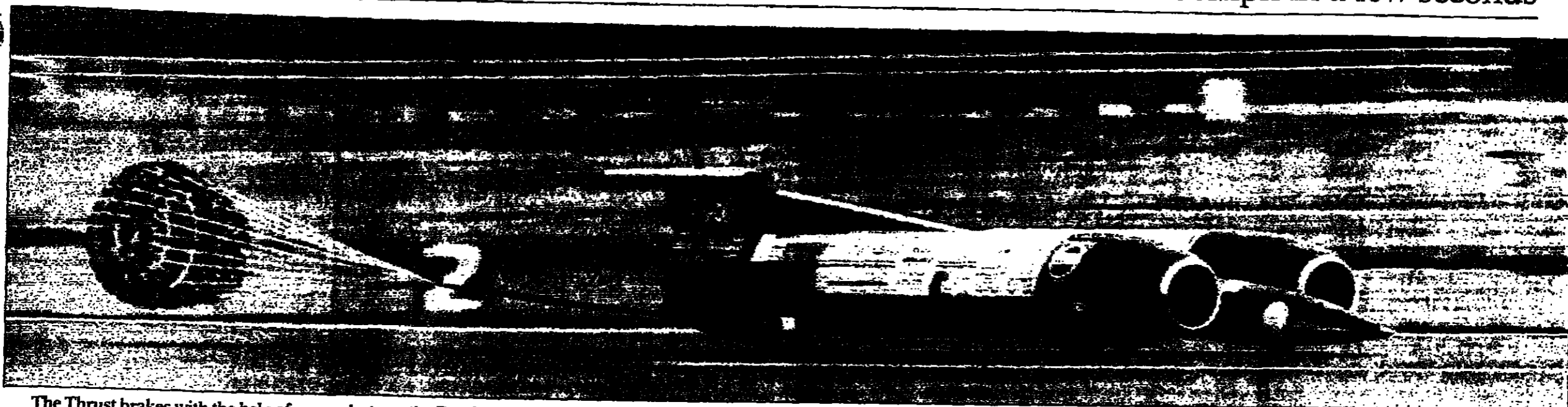
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Tornado fighter pilot enjoys the ride as Britain's Thrust blasts from 0 to 200mph in a few seconds



The Thrust brakes with the help of a parachute on the Farnborough runway yesterday. At the controls was Flight Lieutenant Andy Green, below, who usually pilots a Tornado jet. Picture by CHRIS HARRIS

Rocket car cleared for take-off on way to drive speed record through sound barrier

By ALAN COPPIN

THE British car designed to push the land-speed record beyond the sound barrier reached 200 miles an hour on the runway at Farnborough airfield yesterday as its team prepared to set off for full-scale testing in the Jordanian desert.

The ten-tonne Thrust SSC, powered by twin Rolls-Royce jet engines, took just a few seconds to reach the maximum speed permitted along the runway at the Defence Engineering and Research Agency in Hampshire.

It was driven by Flight Lieutenant Andy Green, the RAF Tornado pilot selected to make the

attempt to break the current record of 633mph held by Richard Noble, the director of the Thrust project.

Flight Lieutenant Green said a series of test runs on the 8,000ft Farnborough runway had demonstrated the car's stability and that it had proved surprisingly easy to drive. The stability is ensured by an array of computer-controlled hydraulic systems.

Although the timing of the record attempt has now slipped by more than a year from its original schedule, Mr Noble said he was confident the car would be ready to break his existing record at a subsonic speed of around 650mph during the team's month-long stay

at the Al-Jafr airbase in Jordan. The attempt on the speed of sound, 750mph, is now expected to take place early next year in the Black Rock Desert, Nevada.

Mr Noble admitted that the Thrust project faced a formidable rival in Craig Breedlove, the veteran American record-breaker, who has just completed test runs at 400mph on the Bonneville Salt Flats in his latest car, Spirit of America, also designed to break the sound barrier. He is now expected to move to the Blackrock Desert to make an attempt on that speed as soon as possible.

The Jordanian test site offered a harder and more consistent surface and more reliable weather

than the American track, said Mr Noble. But maximum speed was limited because at 10.2 miles the Al-Jafr track is shorter than Blackrock. Breedlove is expected to need at least 14 miles in his attempt.

Yesterday's test was the last public appearance of Thrust SSC in Britain before the car and its supporting equipment is packed into a giant Antonov transport aircraft for the flight to Jordan. The car will first have to be transported by road to Stansted airport in Essex because the fully laden Antonov could not take off from Farnborough.

Hill's morning after, page 52



Olympic bobsleigh driver given life ban for using steroids

By JOHN GOODBODY
SPORTS NEWS
CORRESPONDENT

MARK TOUT, Britain's Olympic bobsleigh driver, has been banned from the sport for life after testing positive for anabolic steroids.

Tout, 35, a former corporal in the Royal Tank Regiment, has become the first British competitor in any Winter Olympics sport to test positive for drugs. He has been banned for taking stanozolol, the anabolic steroid that the Canadian sprinter Ben Johnson was using when he was stripped of the world record and Olympic 100 metres title in Seoul in 1988.

Tout, from London, had been training to take part in the 1998 Games in Nagano. They would have been his fifth winter Olympics, something no other Briton has achieved. He was the driver of both the four-man and two-man bobs, which finished fifth and sixth respectively at the 1994 Games in Lillehammer. It was his ambition to end his career with an Olympic medal.

Tout was caught after a random out-of-competition test last month in Britain, supervised by sampling officers of the Sports Council. He said yesterday: "I felt I wouldn't be caught, otherwise I wouldn't have done it. I will



Tout believed that he would not be caught

not be appealing against the decision. I have to pick myself up again and throw myself into survival."

Speaking on BBC radio he said: "I completely regret doing it. I have seen what has happened to other people and their careers. I would not want anybody to feel how I feel at the moment. At the same time I am not blind. I am an educated adult. I see what goes on in the world and I see what goes on in sport in general. You have to take your own view on that."

"I feel like I have failed. I have come a long way in the sport and we have worked very, very hard to achieve that

I feel that I have spoiled that by making a silly mistake and personally I feel that I have failed because I have come so close and now won't get the chance to complete the picture."

The British Bobsleigh Association's regulation of a life-ban is among the harshest in British sport. Most governing bodies have only a four-year ban for a first offence, even for a serious case such as anabolic steroids, the hormone drugs that help competitors to build muscle and recover more quickly from intensive exercise.

Bobsleigh has been dominated in Britain by members of the Armed Forces. They have the time for hours of weight-training to develop the power to push the bobs as fast as possible and for the months of practice in countries such as Switzerland, Austria and France. Britain does not have a bobsleigh run.

Johnny Woodall, a former British champion and Army major, said: "I am totally amazed by the news. Tout has had enough negative tests for this to be the most extraordinary bolt out of the blue. Maybe he was feeling as he gets older that his performance was suffering and he needed to do something to boost it. But I cannot believe it had been going on very long."

Provost resigns over new battle of Flodden

By IAN MURRAY
COMMUNITY CORRESPONDENT

A CAMPAIGN by two women to take part in a male-dominated ceremony dating back to the Scottish defeat at Flodden in 1513 led a council leader to resign yesterday.

Tom Hogg stepped down as provost of the Scottish border town of Hawick rather than fight the women in the sexual discrimination case which they are bringing. The Equal Opportunities Commission is due to decide next week whether it will back the women's case, but has already told them that it has sympathy for their cause.

Mr Hogg said yesterday in a letter of resignation that he was facing an unprecedented situation with which none of his predecessors had been forced to grapple.

"I have a deep belief in the traditions and customs from which Hawick has grown, and



Women at war: Miss Simpson, left, and Ms Graham

I cannot and will not betray these now," he wrote in his letter of resignation. "God knows that I've tried every minute of these last six months to resolve the issue that's tearing my town apart, but it remains unresolved."

As provost, Mr Hogg, 50, was in charge of the town's Common Riding festival, a series of 16 rides in June to commemorate a successful charge by boys of the town against a camp of English soldiers after the battle of Flodden. That ride is believed to have saved Hawick from being sacked and an annual festival has been held around the date to commemorate the event. Only men, however, have been allowed to take part other than for a short period between 1926 and 1931, when a number of women were allowed to join in by special

invitation. No invitations were issued after that because one of the women taking part fell off, broke a leg and delayed the proceedings.

This year, however, Ashley Simpson and Mandy Graham, two horseriding enthusiasts from the town, decided to take part. "It was something I have always wanted to do," Miss Simpson, 23, said yesterday. "We were showered with abuse as we rode out, being called 'scum' and 'whore'. I have had a pint of beer tipped over me in a pub since then. But I think that this is a celebration for the whole town and not just for men. It is my history as much as theirs. I am not a feminist. I just want to participate."

However, Frank Scott, secretary of the Common Riding, said: "If women took part it would spoil everything."

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Film about IRA leader stumbles at US opening

FROM GILES WHITTELL
IN LOS ANGELES

A FILM that stops just short of glorifying the birth of guerrilla warfare in Ireland has had a dismal opening weekend in America, thanks to bored reviews and dubious claims to authenticity.

The three-hour *Michael Collins*, billed by Warner Brothers as a definitive epic on one of the IRA's founders, barely registered at the box office. In spite of months of publicity it took in little more than \$1 million nationwide and was trounced by a children's film about ice hockey, among other new releases.

Critics decried the film as action-packed but bland and unequal to its potent theme. "It is a short distance between the classic and the cliché and *Michael Collins* crosses it in record time," the *New York Daily News* declared. *USA Today* complained that the film "falls between two extremes".

The Irish director Neil Jordan had delivered "a fantasia on historical themes" instead of "rigorous and nuanced honesty", *Time* magazine concluded.



Liam Neeson in *Michael Collins*, which opened in the US at the weekend

Bosnia peace hero criticised as too political

General Rose could be outflanked for top post

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE SECOND most senior officer in the Army could be beaten to its top post of Chief of the General Staff in a string of Defence Ministry appointments to be announced next month.

General Sir Michael Rose, 56, the Adjutant General and probably Britain's best known army commander after a distinguished career in the SAS, is viewed by some in the MoD as the obvious choice for the army's most senior appointment.

However, General Sir Roger Wheeler, 54, who commands three quarters of the Army, is now considered to be the favourite to take the top job, which is expected to become vacant early next year. As Adjutant General, General Rose fills the No. 2 slot among the military members of the Army Board. General Wheeler is lower down the pecking order.

The apparent rivalry for the most senior post between General Rose and General Wheeler has arisen because of the widespread expectation

inside the MoD that General Sir Charles Guthrie, Chief of the General Staff, is to be promoted to the overall top Services' job of Chief of the Defence Staff.

The present Chief of the Defence Staff, Field Marshal Sir Peter Inge, is due to retire early next year. General Guthrie and Admiral Sir Jock Slater, the First Sea Lord and Chief of Naval Staff, are the only names on the shortlist to be the next Chief of the Defence Staff.

The Navy has been vigorously promoting Admiral Slater for the top military appointment, underlining not only his own credentials but also the quality of the candidates to replace him as First Sea Lord. One of the names put forward was Admiral Sir Hugo White, Governor of Gibraltar.

However, in recent weeks, General Guthrie has emerged as the favoured candidate. Michael Portillo, the Defence Secretary, is understood to have recommended the army man to replace Field Marshal



Rose: reputation for inspired leadership

Inge. The prospect of having another general as Chief of the Defence Staff instead of an admiral has caused concern in the Navy.

If General Guthrie is confirmed by No 10 and Buckingham Palace as the next Chief of the Defence Staff, General Rose would normally be expected to move up to be No 1 in the Army.

Some in the MoD are cautioning against his ap-

pointment on the ground that he might be too "political". When General Rose was commander of the United Nations peacekeeping force in Bosnia-Herzegovina in 1994, he adopted a high-profile position which made him enemies at UN headquarters, although he was always publicly supported by the Government in London.

General Rose, who has a reputation for inspirational leadership, commanded 22 SAS from 1979 to 1982 and was commander of the regiment in the Falklands during the 1982 conflict with Argentina. He has also been Director Special Forces and commander of 39 Infantry Brigade in Northern Ireland.

General Wheeler, a member of an established military family, is Commander-in-Chief Land Command, responsible for the fighting element of the Army - about 67,500 troops. He took up the appointment in March after three years as General Officer Commanding, Northern Ireland. His first commission was into his father's regiment, The Royal Ulster Rifles.

CSA introduces new criteria to payment rules

By VALERIE ELLIOTT, WHITEHALL EDITOR

NEW rules on working out Child Support Agency payments were announced last night by the Department of Social Security. In future any parent incurring travel expenses to see a child will have the amount offset against their income before CSA maintenance is assessed.

The rules will also apply to cases in which a partner has received a "clean break" settlement on divorce and those in which parents are concealing their true incomes.

Andrew Mitchell, the Social Security Minister, also accepted the shortcomings of the agency as outlined in a report by the government Ombudsman. He said they were mainly cases from the early days of the agency, when clients did not get the level of service they had every right to expect.

However, changes such as an independent complaints examiner, better compensation arrangements and more efficient systems were helping to produce radical improvements to the CSA.

Among the cases highlighted by Sir William Reid, the Parliamentary Commissioner

for Administration, was that of a woman threatened by her former husband after the CSA mistakenly sent him a note containing information she had supplied.

The breach of confidence so alarmed the Ombudsman that he proposed to raise the incident with Peter Lilley, the Social Security Secretary, unless the CSA gave her cash compensation. Initially the agency rejected any compensation and told Sir William that rules on special payments did not cover such "intangibles as worry and distress". Eventually it offered £250.

Over £6,000 was paid out in other cases investigated by the Ombudsman, who said yesterday: "Complaints against the CSA continue to form a disproportionate part of my caseload."

Most problems concerned errors and delays in dealing with applications from women for child-support maintenance. In one case, the CSA was so slow that the father in question had been made redundant by the time it was ready to assess his maintenance payments.

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Warning over fruit drink additives by food watchdog

By IAN MURRAY, COMMUNITY CORRESPONDENT

FRUIT-FLAVOURED bottled spring water contains a mix of potentially dangerous chemicals and is often loaded with sugar, the Food Commission claims today. It says that some are produced with low-cost additives and that manufacturers exploit an unjustified image of purity to push prices as high as £2.80 a litre.

Research into 24 brands published in *Food Magazine* shows that many of the most popular brands contain preservatives, colourings, artificial sweeteners and other additives. The commission says this makes a mockery of claims of purity on labels.

More serious, according to the magazine, is the use of the preservative sodium benzoate in half the products tested, which some research suggests may cause breathlessness and trigger hyperactivity, even though it has been approved by the European Union.

Christine Milburn, of the British Soft Drinks Association, said members were bound by regulations which ensured the purity of the source. "We add nothing

which has not been tested and approved by all 15 member states of the EU."

An EU directive passed last July means that manufacturers have to list all additives on the label, but it will be next summer before this comes fully into force. SmithKline Beecham, manufacturer of Ribena, said: "We use real sugar rather than artificial sweeteners because that is more wholesome."

Marks & Spencer adds aspartame and sodium benzoate. "These are both on the approved list of additives," a spokesman said. Sainsbury's said all the products tested by the commission were "designed to be refreshing". Company policy was to provide as much information as possible to customers. The company was now reviewing soft drink labels and would add "with sweetener" to them where applicable.

Tesco denied that its labelling was misleading. Its water was from a 100 per cent natural source flavoured with natural fruit juices and there was no added sugar, it said.

addition of flavourings means it technically becomes a soft drink, making it legal to use chemicals including artificial sweeteners such as aspartame, which costs just 0.16p to flavour two litres of liquid, against 12p for sugar.

Where real sugar is used, the amounts are high. Sainsbury's tangerine flavoured Crystal Spa was found to contain more than a Coca-Cola and a 250ml carton of Ribena Spring had the equivalent of seven lumps. The British Dental Association said spring water drinks containing sugar increased the risk of tooth decay.

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Water companies say six new reservoirs are needed

By NICK NUTTALL, ENVIRONMENT CORRESPONDENT

SIX new reservoirs will be needed in east and south-east England to ensure water supplies into the next century as demand rises because of global warming and an increase in single households, water companies in England and Wales said yesterday.

Their warning was issued in advance of a government report on water resources into the 21st century, due today. The report will outline the threat to rivers, wetlands and other nature sites if too much is taken for supplies.

The Department of the Environment says that demand is soaring because of the

popularity of gardening and a projected growth in new households to more than four million, as well as rising temperatures and more frequent droughts.

Professor Paul Harrington of Loughborough University, who compiled the report, predicted that domestic consumption for appliances and gardening would rise by 36 per cent by 2021, and 41 per cent if there is significant global warming.

Brian Duckworth, managing

director of Severn Trent and spokesman for the Water Services Association, which represents nine of the ten big companies, said domestic consumers would not accept more rationing so action had to be taken now for the future.

He said that there "was a requirement for at least six new reservoirs to ensure an adequate margin of safety. They will be destined for the East and South East." Two have already been proposed in Oxfordshire and Kent.

The Environment Agency has urged the companies to tackle leaks and demand management before it will consider backing development of new, and potentially environmentally damaging, resources such as reservoirs.



The Princess with Danielle Stephenson yesterday. The seven-year-old underwent pioneering surgery in May to rectify an irregular heartbeat.

Princess praises 'miracles' of heart surgeons

By EMMA WILKINS

DIANA, Princess of Wales praised the "miracles" performed by heart specialists and the courage of their patients yesterday.

The Princess was helping to raise money for research into heart and lung disease with the help of Danielle Stephenson, from Southend, Essex. The girl is among dozens of heart patients the Princess has visited regularly at the Royal Brompton Hospital in west London.

At a reception in aid of the Heart of Britain charity, the Princess said she was "fascinated by the workings of the heart". In the forward to a book of photographs aimed at raising money for the charity, the Princess wrote: "I have been privileged to see for myself the miracles — at the very leading edge of medicine today — performed by the teams of surgeons, doctors and nurses at Royal Brompton Hospital, whose dedication saves so many lives."

"I have been profoundly impressed, too, to see how bravely patients cope — and have been particularly touched by the courage and trust shown by Britain's little people — our children. All need our compassion, our love and our support at what is often their darkest hour."

Professor Sir Magdi Yacoub, the joint president of Heart of Britain who invited the Princess to attend an operation at Harefield Hospital in April, praised her "inspirational" care and compassion at the reception at Harrods, which was hosted by the store's chairman, Mohamed Al Fayed. The charity book contains 300 photographs showing scenes of modern life, submitted to a competition by amateur photographers. It costs £19.99, with all profits going to the charity.

Danielle became one of the first children in Britain to undergo new treatment in May this year to burn away abnormal electrical pathways inside her heart that were causing an irregular heartbeat.



Yates gets bail in drug case

Paula Yates, the television presenter, has been released on police bail until December while investigations continue into the alleged discovery of opium at her home. Miss Yates, 36, former wife of Bob Geldof, was arrested when she went to Chelsea police station. She is said to have maintained that any drugs found at the home she shares with the rock singer Michael Hutchence must have been planted.

Aids man named

A hospital anaesthetist who died of an Aids-related virus, prompting hundreds of inquiries from worried patients, has been named as Gopinath Manohar. Mr Manohar, married with a three-year-old son, was a registrar anaesthetist at the Royal Albert Edward Hospital in Wigan.

'Eco' evictions

Bailiffs evicted more than 50 protesters who had barricaded themselves into a self-styled eco-village set up on a 13-acre site beside the Thames in Wadsworth, southwest London, on derelict land owned by Guinness. One protester was arrested.

CORRECTION

A report of a call for curb on stage hypnotists (September 23), failed to make clear that Philip Green, was not the hypnotist in the stage act in which Sharon, Tabarr, was involved, and was not connected in any way with her subsequent death. We apologise to Mr Green and his family.

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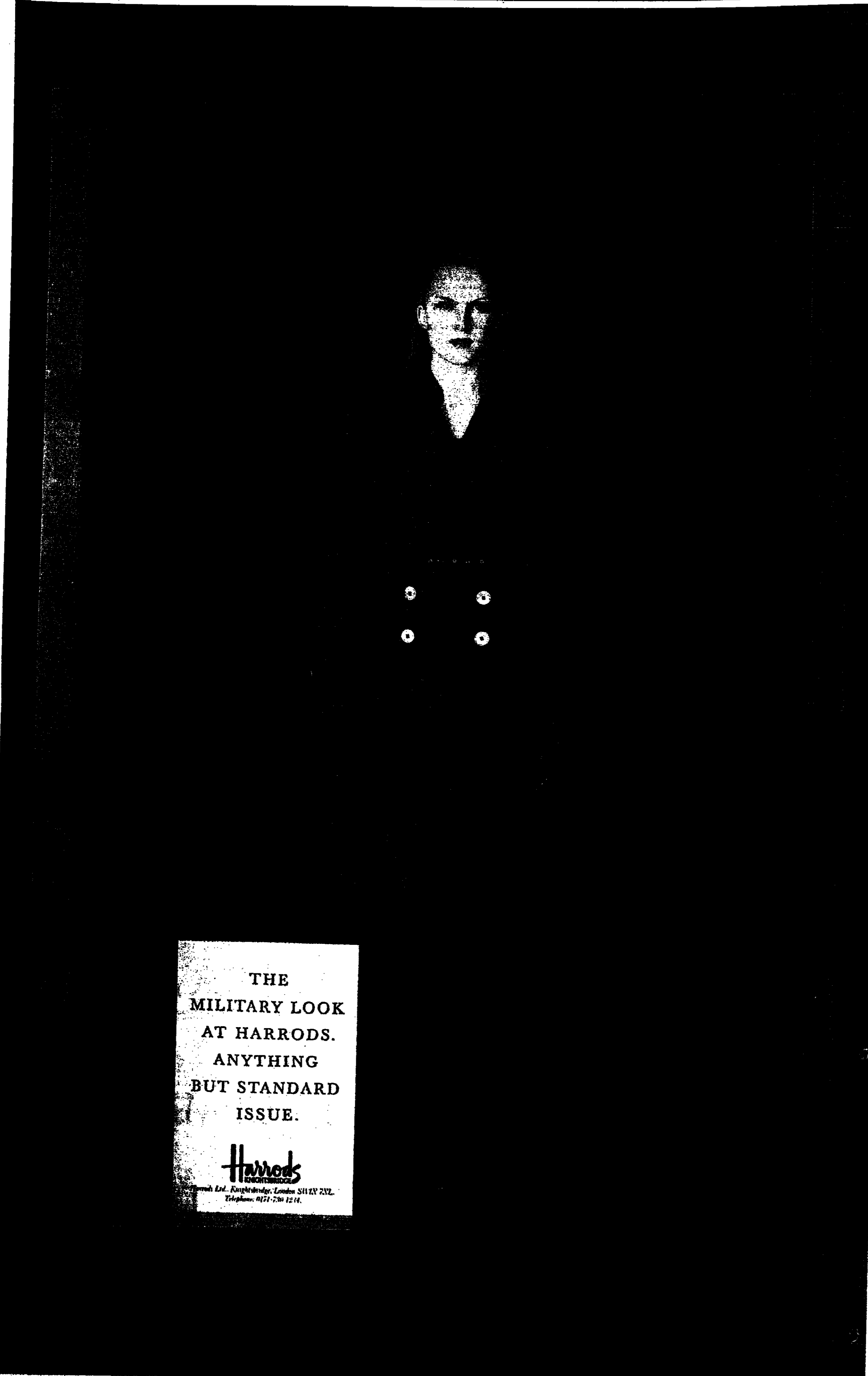
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Voyage through time: Richard Grimble with the yacht he has painstakingly restored after dragging it from the mud 21 years ago, below

How a Victorian beauty rose from a muddy grave

BY ROBIN YOUNG

A BOAT enthusiast who, 21 years ago, dug out a decrepit Victorian yacht from the mud of an Essex estuary with his bare hands has been told that the vessel could now be worth more than £1 million.

Richard Grimble, 58, bought the crumbling remains of the Victorian yacht *Sorceress* for £1,000 in 1975 and has spent much of his time since rebuilding and refitting her in every detail.

Sorceress began life as a gentleman's yacht in 1878 and during the following half century had 15 owners, all wealthy and mostly titled. She appeared at Cowes and Edward VII and the future George V are believed to have been among those who were entertained on board.



Edward VII was among guests on the *Sorceress*

But after *Sorceress* was acquired by the Earl of Maclesfield her golden days faded. The earl used the boat infrequently and eventually decided to retire her to a mud berth on the Colne estuary at Wivenhoe, where she remained, sinking into the mire, from 1925 until 1975.

Mr Grimble, a violin restorer from Rainham in Kent, found the yacht through an advertisement in *Exchange & Mart*. He said yesterday: "I had been looking for a boat for a long time. This was a bit bigger than I wanted, but it was beautiful and at £1,000 cheap compared to others I had looked at."

restored every detail of the interior to its Victorian design, installing subtle lighting, plumped furnishings and a genuine Victorian hipbath.

The result is a vessel with all the sumptuous grace and elegance of the kind of yacht that thrilled marine artists at the turn of the century. The restored *Sorceress* is now among the most authentic aristocratic yachts of her vintage still afloat. Her present value is therefore a matter of some speculation. It is also, Mr Grimble insists, of academic interest only, because the yacht is not for sale.

"It has been a labour of love," he said. "The amount the boat is worth is irrelevant. Insurers tell me it is worth £1.5 million to £2 million, but that is not what I am thinking about. I love our heritage and what I wanted to do was to restore something of great beauty and maintain it."

He added: "We cannot even go sailing in the yacht yet. We still need another £2,000 for the sails."



Sailing 'widow', page 47

Bar committee decision 'perverse'

Defeated professor attacks rival chosen to train barristers

BY FRANCES GIBB, LEGAL CORRESPONDENT

TWO prominent law professors who were bidding to run the training course for barristers have come to verbal blows in the wake of the Bar's decision in July to end its monopoly on training.

The Bar decided to approve universities to run the one-year vocational course that had been provided by the Inns of Court School of Law. Six institutions, as well as the Inns of Court, won approval to offer training, an essential stepping stone to the profession.

The College of Law, the leading provider of training for solicitors, was successful but the joint bid by Oxford University and Oxford Brookes was rejected. Professor Peter Birks, Regius Professor of Civil Law at All Souls, Oxford, who was behind Oxford's failed bid, has published an extraordinary attack on the decision to approve the College of Law, headed by Professor Nigel Savage.

In an unsigned editorial in the newsletter of the Society of Public Teachers of Law, Professor Birks says The College of Law — one of the biggest providers of training for solicitors — has no research expertise. The institution "Mr Savage now leads would

achieve a zero-rating", he says. In spite of having no research responsibilities, it would retain a "near monopoly" of legal training.

Professor Birks said yesterday: "I can't imagine a more perverse, inexplicable decision." He said that he had no wish to make a personal attack on Professor Savage, who has risen rapidly to become one of the most powerful voices in legal education.

He said it was the Bar decision, taken by a committee under Sir David Calcutt, QC, that he was concerned about. It was "the most extraordinary decision I have known in my whole life".

Professor Birks said he had spent eight years trying to get the research-based universities into the second stage of training lawyers. A few universities now offered the solicitors' training course but the Bar decision to devolve barristers' training had "prevented a golden opportunity to say 'we need research-based training', and they refused it".

Professor Savage said the attack amounted to sour grapes. "Neither Oxford University nor Oxford Brookes has any track record in delivering vocational education for law-

yers. This was very much Professor Birks's dream and it has failed to become a reality."

To attack the college for lack of research was misplaced because it was not its core activity. "But that is precisely why Oxford is struggling and why they got a zero from the Bar Council — vocational education is not their core activity." If Oxford's course was so excellent, it would have been approved, he said.

He also questioned the wisdom, from the taxpayer's point of view, of Oxford devoting resources to vocational training when it was a world leader in research and undergraduate teaching. The money might have been better spent on research on litigation, civil evidence and other practice-related subjects, he said.

The institutions running the course, apart from the Inns of Court School of Law, are The College of Law, based in London, York, Guildford and Chester; Nottingham Law School (Professor Savage's former institution); BPP Law School, in London; Cardiff Law School; the University of Northumbria and the University of the West of England.

Law, pages 39, 41

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Girl's letter led to jail for teacher

A Sunday-school teacher who was exposed as a child abuser by a nine-year-old girl's letter to a teenage magazine's agony aunt was jailed yesterday for 12 months. Stephen Williams, 34, was found guilty of three specimen counts of indecency on one girl and another count of indecency on another girl at Bolton Crown Court last month. The unposted letter was found by her brother.

Pollution fine

South West Water was fined £1,000 after admitting polluting a Cornish river with sewage. The company blamed salt water in the system and said it would spend £3 million to prevent recurrence.

Firework blast

The owner of a garden centre fled for his life as his firework stock exploded. John Pearson spotted an office blaze spreading to the store at the Burston rose and garden centre, Chiswell Green, St Albans.

Protest punch

Edward Gilder, 50, a livestock transport boss whose firm has been the target of animal rights protests, was bound over by Cheltenham magistrates for punching a TV cameraman in the face.

Sangster sale

The horseracing businessman Robert Sangster has sold his home on the Isle of Man for £2.5 million. The property, on the outskirts of Douglas, was put on the market four years ago for £6 million.

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Brother in mercy killing escapes prison sentence

BY A STAFF REPORTER

A MAN who killed his brother to end his suffering from a degenerative illness walked free from court yesterday.

The case, involving the first known mercy killing to come before the Scottish courts, was described as "exceptional" by the judge. Lord Macfadyen said he had considered a custodial sentence to make it plain to others that taking a life was unlawful, but there had been powerful mitigating factors.

Paul Brady, 37, who killed his brother James, 40, at his request on Boxing Day last year, was appearing for sentence in the High Court in Glasgow. He had originally been charged with murder but, three weeks ago, the Crown accepted a plea of guilty to the lesser charge of culpable homicide.

The family suffers from the hereditary disease, Huntington's chorea. Brady's grandfather and mother died from it, and in 1985 his brother was diagnosed as suffering from it. The court had been told that James Brady had pleaded with his sister Margaret to end his misery, but she had refused. He was allowed out of his nursing home in Glasgow to her house in the city for Christmas and, while he was being bathed, had asked his brother to kill him.

On Boxing Day, Brady, of



Brady: he acted out of compassion for brother

Skelmanthorpe, west Yorkshire, had given his brother some alcohol and an overdose of his medicine. When he returned to the room and heard him breathing, he had put a pillow on his face.

Lord Macfadyen said he was satisfied that Brady had acted out of compassion rather than malice. "You brought your brother's life to an end at his own earnest and prolonged heartfelt request," he said. By the time of his death, James Brady had been reduced by a "dreadful disease" to a state of debility.

The judge went on to express hesitation about the message a lenient sentence might give, saying his duty was not only to have regard to

the circumstances of the crime but to public interest. "Whatever the motivation may have been and however mitigating the circumstances, the deliberate taking of a life of another remains a serious crime."

He said he had considered whether a custodial sentence was necessary to "make it plain" to others that taking the life of another person, even in the circumstances of this case, was unlawful. "With some considerable hesitation, I have come to the conclusion that the culpability of your conduct is sufficiently marked by the fact you have been convicted on your own confession of a serious crime of culpable homicide," the judge said. He admonished Brady.

As he left the court, Brady was hugged by his tearful family, who had supported his actions and appeared on television to argue his case. He said: "I am too emotional to speak. I am just relieved for myself and the whole family."

Gallery says funding system threatens loss of contemporary works Arts bodies refuse grants to buy new Freud

BY DALYA ALBERGE
ARTS CORRESPONDENT

A PORTRAIT of a nude girl was last night claimed to have exposed a major flaw in arts funding, leaving public galleries with little chance to buy contemporary masterpieces for Britain.

The Heritage Lottery Fund has turned down an application for help in buying Lucian Freud's new work, *Portrait on Grey Cover*, because it is less than 20 years old. The Arts Council rejected the appeal because the painting was not commissioned. Each funding body recommended the other.

Yesterday Edward King, director of the Abbot Hall Art Gallery and Museum in Kendal, Cumbria, which made the application, said: "We have been going backwards and forwards between the two for the last six weeks. Each says it is the responsibility of the other."

The gallery attracted 26,000 people to its Lucian Freud exhibition this summer. Mr King described the £780,000 nude, finished in



Lucian Freud's new *Portrait on Grey Cover*: no lottery cash for 20 years

August this year, as "a wonderful work - it is one of the most beautiful and tender of all his paintings".

The director said that without lottery support, it would

be almost impossible for any public gallery in Britain to buy such paintings.

Portrait on Grey Cover measures 55 in by 68 in. It is currently in America for an

exhibition at the Acquavella, the gallery of Lucien Freud's dealer in New York. The dealer is donating £150,000 to the museum's appeal, and has also extended the six-

week reserve on it by a fortnight, despite having a queue of collectors clamouring to buy it.

The National Art Collections Fund, Britain's largest art charity, has once again reacted with speed to a museum's appeal: it offered a £75,000 grant towards the purchase price.

David Barrie, the charity's director, said: "It would be absurd if Abbot Hall were denied the opportunity to purchase this outstanding new work by Freud because of a bureaucratic anomaly in the Lottery-funding system. Let's hope that the funding bodies can work out a solution as time is running out fast. This case raises an extremely important issue: can masterpieces created in the last 20 years be acquired for permanent collections with lottery help? If not, the system needs to be changed."

Spokeswomen from both the Arts Council and the Heritage Lottery Fund each said their hands were tied by the rules governing the grants that they can make.

Visual arts, page 37

Wallace will not face a retrial

BY MICHAEL HORSNELL

THE former army information officer Colin Wallace, whose conviction for manslaughter was quashed last week, was told yesterday that he would not face a retrial.

Lord Bingham of Cornhill, the Lord Chief Justice, said in the Court of Appeal that the interests of justice would not be served if Mr Wallace, who served six years of a ten-year sentence, was put before a jury again. The court ruled last week that his conviction for the manslaughter of Jonathan Lewis, an antiques dealer, in 1980 was unsafe.

Lawyers for Mr Wallace, who claims to have been an SAS officer, said after the hearing that they would pursue the question of compensation for the years their client spent in prison. Mr Wallace, 53, claimed that he was the victim of an MI5 dirty-tricks campaign to stop him making allegations about covert security service operations in Northern Ireland.

The Crown Prosecution Service had pressed for a retrial, saying the question of who killed Mr Lewis remained unresolved and a rehearing would give Mr Wallace what he had recently demanded—a full inquiry into the case.

Weather is star of new BBC show

BY CAROL MIDGLEY

THE BBC began a series yesterday devoted to the nation's favourite topic of conversation: the thrice-weekly *Weather Show* is hosted by Bill Giles and Suzanne Charlton.

Experts will analyse phenomena such as thunderstorms, hurricanes and heatwaves. There will also be features on the lighter side of weather reporting.

Yesterday the Inushtime show, which lasts ten minutes, announced it would be following Sir Ranulph Fiennes on his Antarctic expedition. If the show is well received, it might become a daily fixture and be lengthened to half an hour.

Last month the corporation opened its new weather centre, enabling more accurate and faster forecasts to be put out. *The Weather Show* will provide competition for BSKYB's Weather Channel, which began this month.

Bill Giles said that *The Weather Show* would be topical. "If there is an important weather story developing anywhere in the world we will cover it."

Forecast, page 26
TV listings, page 51

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Doctors accuse immigration officials of discrimination as retirement plans collapse

Australia bars diabetic as burden on the state

By JEREMY LAURANCE, HEALTH CORRESPONDENT

A BRITISH citizen has been refused permission to emigrate with his family to Australia because he might impose too heavy a burden on the country's health system.

Richard Nitze, 49, a chartered engineer who is married to an Australian, is a diabetic in general good health. He is comfortably well off. The Australian High Commission in London has refused to let him emigrate because it says that his condition could deteriorate.

Mr Nitze, of Wickham Market, Suffolk, who works for Eastern Electricity and is a newly appointed magistrate, planned to take early retirement and move to Australia in the new year so that his wife, Bronwyn, could care for her elderly parents who live there.

Mr Nitze's report they sent it to a doctor in Australia who said that Mr Nitze's condition could lead to problems in the future.



Richard Nitze with his wife Bronwyn, who wants to care for her elderly parents, and their 16-year-old daughter Stefanie. Mother and daughter are Australians

NEWS IN BRIEF

Crash kills death car driver on way to trial

A French driver, due to stand trial at Dornoch, Highland, yesterday for causing the death of another motorist in November by driving on the right-hand side of the road, was himself killed in a crash on his way to the court.

Babies buried

Mandy Allwood's eight still-born babies, each in a tiny coffin, were buried at the cemetery in West Norwood, south London, after a funeral service attended by Ms Allwood, 32, her partner Paul Hudson, 37, and a handful of friends and relatives.

Safer beach

Lynette Thornton, whose children Tom and Jodi drowned in August at Holme next the Sea, Norfolk, welcomed moves to improve safety at the beach. Emergency telephones and tide warning signs are to be put up by the parish council.

Coach ban

A coach driver who took children on a trip to the seaside while almost twice over the drink limit was banned from driving for three years by magistrates at Preston. Colin Murphy, 28, from Liverpool, who was stopped on the M6, was fined £750.

Dial-a-detective

Durham police are to investigate some minor crimes by telephone after a successful four-month pioneering experiment in Darlington. The scheme is seen as a time-saving measure that will free officers to concentrate on more serious crimes.

Gym judge jailed

An international gymnastics judge who stole £34,000 from the East Midlands Gymnastics Association while serving as its treasurer was jailed for 18 months. Howard Gibbs, 51, of Stamford, admitted three sample charges of theft at Lincoln Crown Court.

Austen popular

Record numbers of tourists are visiting the home of Jane Austen after the success of film and television adaptations of Sense and Sensibility and Pride and Prejudice. The house in Chawton, Hampshire, has attracted more than 50,000 visitors so far this year.

Mastermind title goes to vicar

MASTERMIND has been won by a vicar for the first time in its 24-year history. The Rev Dr Richard Sturch, 60, took the title yesterday with a specialist subject of the operas of Gilbert and Sullivan and a total score of 32 points.

Dr Sturch, from Islip in Oxfordshire, said he had entered because "I wanted to show that the clergy really are quite bright after all".

Dr Sturch, from Islip in Oxfordshire, beat Richard Heller from London and Gwen Kingsley from Kingswinford, West Midlands, who drew with 30 points each, and Elsie Sadek, from Blackpool, with 27.



Rev Sturch: 32 points

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Central storage of weapons 'would present criminals with remote Santa's grottoes to raid at will'

Home Office balks at turning gun clubs into arsenals

By RICHARD FORD, HOME CORRESPONDENT, AND BILL FROST

THEFTS of firearms could increase if handgun owners are forced to keep their weapons at gun clubs rather than in their homes, according to evidence given to the Dunblane inquiry by the Home Office. The clubs, meanwhile, fear such a move would turn them into targets for terrorists and a former police superintendent said it would be "astonishingly stupid".

Home Office officials submitted 35 potential changes to gun laws to Lord Cullen's inquiry into the school massacre. Apart from the central storage requirement, they included banning the possession and use of all guns, banning ownership of more than one handgun and banning handguns above .22 calibre. Other options included giving police wider discretion to refuse fire-

arms certificates: increasing the number of counter-signatories for certificates and requiring all applications to be countersigned by a doctor. The doubts about central storage of firearms and ammunition could cause serious difficulties in Parliament if ministers push ahead with a ban on the possession of handguns in private homes. The Home Office warned that concentrating all legally owned guns and ammunition in a limited number of locations would have serious security implications.

Its submission said: "Shooting clubs are often in relatively remote locations. They could well become more attractive targets for theft if it became known that members had to store their guns and ammunition there. Clubs might then

be required to upgrade their security measures, at expense, but the net result could still be an increase in thefts of firearms."

The gun clubs fear that, despite these misgivings, the Government will require them to provide safe storage for handguns. They claimed the move would turn clubs into a "Santa's grotto" for criminals and terrorists in search of arms and ammunition. Security precautions required to give teeth to any proposed legislation would drive many clubs out of business and could never prove foolproof.

Andrew Barnard, one of the few gun club owners already offering members secure storage for weapons, said he could make a fortune should the proposal ever become law. However, he warned that the



Handguns stored at the Wiltshire Shooting Centre. Former members include Michael Ryan, responsible for the Hungerford massacre

move would "do nothing to avert another Dunblane". Mr Barnard should know. Among former members at his Wiltshire Shooting Centre in Devizes was Michael Ryan, the Hungerford gun "enthusiast" who killed 16 people and wounded 14 others nine years ago. "To make gun clubs into arsenals would be an act of folly," Mr Barnard said last

night. "No matter what security measures you call for, unless there is a great deal of money spent, it is only a question of time before you are turned over."

There are estimated to be about 200,500 legally held handguns in the United Kingdom, of which around 190,000 are revolvers or automatic pistols, the remainder being

single-shot pistols used for target shooting. Many of Britain's 2,118 approved gun clubs — 247 are in Scotland — are in remote locations.

Ian McConchie, general secretary of the National Pistol Association, agreed that clubs in isolated areas "stand no chance" against determined thieves. "Even the best protected clubs get raided. It doesn't

matter what precautions you go for. We have had two recent examples where raiders bulldozed down wire fences and brick walls."

Colin Greenwood, editor of *Guns Review*, was a superintendent with West Yorkshire Police in charge of firearms training. He refuses to believe that any government could be "so mad" as to introduce a law

compelling shooters to give their weapons over to gun clubs for safe keeping. "You are just creating safe and easy targets for terrorists and other violent criminals."

It would be astonishingly stupid to introduce such a change and it would fly in the face of all the advice offered by senior police officers and the Home Office.

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Forsyth 'would fend off poll challenge'

By SHIRLEY ENGLISH

MICHAEL FORSYTH yesterday dismissed the threat from campaigners for gun control to put up a candidate against him in the approaching general election.

The Scottish Secretary's Stirling constituency, which includes Dunblane, has the second smallest Conservative majority in Scotland. Mr Forsyth said he would not be pushed into arguing for a ban on handguns. "It is my job to discuss things with colleagues and then put them to Parliament. I am not going to be pressurised."

Supporters of Mr Forsyth in his constituency expressed confidence that they could fend off any challenge from the Snowdrop Petition, which this weekend threatened to put up Ann Pearson against him if the Government failed to legislate for a complete handgun ban.

At the same time, a group of Dunblane parents who lost children in the massacre called on Mr Forsyth to back an all-out ban or resign because he could not claim to be representing his constituents.

Yesterday Ritchie Robertson, chairman of the local Conservatives, said the parents' stance was "grossly unfair" and that Mr Forsyth was right not to pre-empt the Cullen report on the matter, which will be published tomorrow. "Michael Forsyth is an extremely devoted, hard worker

in this constituency and people are starting to make judgments before he has had time to read the Cullen report," Mr Robertson said.

The petition was originally set up by Scottish parents who felt compelled to "do something" after the Dunblane massacre. Initially their aims and tactics were simple. They collected 700,000 signatures and presented them to Parliament in the hope popular pressure would force change.

But the campaign, named after the only flower in bloom on March 13, the date of the Dunblane massacre, has developed into a powerful mouthpiece for parents of Thomas Hamilton's victims and for anti-gun sympathisers across the country.

Mrs Pearson, 40, the mother of three who has emerged as the campaign's figurehead, has simply by asking whether protecting children or protecting people's right to shoot is more important, made politicians take notice. She addressed the Labour conference this month and reduced many delegates to tears.

Mrs Pearson, who used to live in Dunblane, said yesterday that standing for election would be just one option in a continuing campaign. She admitted that her preference would be to persuade the Labour Party to commit itself to banning handguns.



Ann Pearson, the gun control campaigner, has said she might stand for election against Michael Forsyth

Both parties face election threat

By PETER RIDDELL

THE Scottish Secretary should be concerned by the threat of campaigners for gun control to put up a candidate against him in Stirling if the Government fails to introduce a total ban on handguns.

Michael Forsyth is vulnerable not just because of his small majority of 703 over Labour (or a notional 236 after taking account of boundary changes) but also because the strong local feelings aroused by the Dunblane massacre are about the only circumstances when a single-issue candidate might attract many votes. However, Labour as well as the Tories could be affected.

Most single-issue candidates have not done well in general elections, when the attention is on the main parties. The most striking parallel is Nelson and Colne in 1966, where Sydney Silverman, the sitting Labour MP, faced strong opposition after he had successfully sponsored the Private Member's Bill that led to the abolition of capital punishment in 1965. An independent

standing as an anti-abolitionist probably took nearly as many votes from the Tory candidate as from Mr Silverman, whose majority increased nearly in line with the national trend.

If an anti-guns candidate stood in Stirling, he or she could draw votes from both Tory and Labour. But Mr Forsyth cannot afford any differential swing against him rather than Labour.

Among other single-issue candidates, the writer Richard Adams won 2,816 votes, 5.5 per cent, fighting the late Humphrey Atkins on an anti-hunting ticket in Spelthorne in the 1983 general election.

Anti-Brussels candidates have stood ever since Britain first applied to join the Common Market in the early 1960s — particularly against Edward Heath, who was in charge of the first negotiations and led Britain into membership. The mid-term successes of anti-Brussels groups have not been repeated in general elections.

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مكتبة الأصيل

Blair sells Labour as new champion of family values

FROM INIGO GILMORE IN CAPE TOWN

TONY BLAIR spoke yesterday of his hopes of creating a "decent society" based on traditional family values and strong communities.

He used a speech in Cape Town to declare that a Labour government would try to unite a prosperous Britain around a new social morality. He said that otherwise it would be difficult to sustain economic progress.

The Labour leader rejected claims that he was promoting neo-Conservative ideas, describing his aims as a "radical centre-left" agenda that his transformed party was well placed to pursue.

"I have no desire to return to the age of Victorian hypocrisy about sex, to women's place being only in the kitchen, to homophobia or to preaching to people about their private lives as the ill-fated back to basics campaign of the Conservatives attempted to do."

"But the absence of prejudice should not mean the absence of rules, of order, of stability. Let us construct them for today. Let the social morality be based on reason — not bigotry. But let us not delude

ourselves that we can build a society fit for our children to grow up in without making a moral judgment about the nature of that society."

He added: "This isn't a kilted philosophy. This is enlightened self-interest. In a society in which opportunity is extended, we have greater security, our streets are safer, our young people more motivated, our ambitions better fulfilled. This is a society that is invigorating, exciting, good to live in."

Mr Blair, addressing the Commonwealth press union, spoke of his belief that encouraging greater parental responsibility would ease the burden on the welfare state caused by social decay. "Most of the children who are bad are made bad, not born bad," he said. "And we, their parents and the society we create, are what make them."

On the need for stronger communities, he said: "The language of getting has replaced the language of giving. Do-gooding has become a term of abuse, as if to help others is somehow a weakness when in truth it is a strength.

We are growing immune to wrong-doing. As a society we have lost our capacity to be outraged when our elderly are treated with disrespect, or our young neglected."

He emphasised the need for parental responsibility, particularly in helping children with their education. He saw no reason for young children to be out on their own late at night. "We are examining measures to tackle this. Some have called it curfew. I call it child protection."

Nothing angered him more than accusations that he was raising an "illiberal agenda" for the nanny state. "It is about understanding that liberty is not just an exercise in a moral vacuum and we do not live just as individuals, but as part of society."

He told *The Times* that his party's ideas about social contracts would be expanded upon months ahead and said it was a mark of how "skewed" the political debate had become that by raising such issues he could be accused of adopting a right-wing agenda. He denied that he was stealing Tory baggage, insisting that

he was re-emphasising traditional Labour values of self-improvement that had been expounded by Keir Hardie and Clement Attlee.

"I think this is something that is so important for people to understand as part of new Labour. It's actually about going back to our roots and representing the concerns of

these people. If you've got the money you can buy yourself out of these social problems, if you don't you're stuck there."

The idea of a new social morality was something traditional Labour supporters were "crying out" for. The Left had long been reluctant to satisfy that demand for fear of being accused of trying to switch

back the clock. "Actually you don't have to say that. You can construct a different social and moral code for today's world that takes account of changes that are good, like the liberation of women."

Referring to John Major's "new Labour, old-school" tiff last week about his public school education, Mr Blair

said: "It's not where you come from that's important for the country. It is what you are and what you're going to do for the country. That's what the election should be about. I don't have much time either for snobbery or for inverted snobbery."



Tony Blair saying goodbye to a child he met at the Nazareth House Aids orphanage in Cape Town

Tories deny selling access to minister

BY JAMES LANDALE POLITICAL REPORTER

LABOUR accused the Tories yesterday of soliciting £500 from businessmen and tourism chiefs in return for granting access to Virginia Bottomley, the National Heritage Secretary.

In what has been called the "cash for crissans" affair, Jack Cunningham, the Shadow National Heritage Secretary, told the Commons that a breakfast meeting held last week broke the Prime Minister's pledge in July that "no one can buy access to ministers" over a breakfast.

Mrs Bottomley rejected the claims, saying that the breakfast was open to anyone who could pay the £7.50 cover charge.

The allegation was based on a letter from Simon Coombs, Tory MP for Swindon, inviting tourism leaders to the breakfast at Bournemouth hotel during the Tory conference. Under the auspices of a group called Tories for Tourism, he asked for businessmen to sponsor the breakfast. "For £500, you would be able to discuss issues of concern to you informally over breakfast with Virginia Bottomley and members of her National Heritage team..."

Mr Cunningham asked Mrs Bottomley if this was "proper or doesn't it just make the statement the Prime Minister made to this House in July absolute rubbish?"

Mrs Bottomley replied: "Anybody who thought the only way to speak to me was to pay £500 would waste a great deal of money. I am available at virtually every major tourism event that takes place and I am only too happy to hear directly from people what their concerns are."

Tory sources said that of the 50 people who attended the event, 49 paid £7.50 and only one paid £500 to sponsor it. The sponsor had no greater access to Mrs Bottomley than did any other guest. The cash receipts, none of which went to the party, merely covered the cost of the breakfast.

Why the Hamilton affair calls for an unfettered inquiry

RIDDELL ON POLITICS

Tory party managers suffered a serious setback yesterday in their attempt to limit the scope of parliamentary inquiries into the Neil Hamilton affair — and quite right too. The Tories are correct that British public life is not particularly corrupt, or "steamy", by international standards, but that is precisely why there now needs to be the fullest possible investigation. The Tories do themselves no favours by crying foul. They are misreading the public mood, as rightly interpreted yesterday by the Speaker. By the spirit, as much as the substance of her statement, she reinforced demands for a full inquiry.

Yesterday was a time for reality after two weeks of shadow boxing

since the collapse of the libel case against *The Guardian*. Labour and the Liberal Democrats had originally gone off on the wrong track in demanding a formal judicial inquiry. John Major was right to reject this call. Leaving aside the legal objections raised yesterday by Downing Street officials, such a tribunal could easily have taken a year or more.

It would also have been wrong for issues to do with Parliament and the conduct of MPs not to be investigated by the House's streamlined disciplinary machinery. The post-Nolan framework of the Parliamentary Commissioner for Standards and the Standards and Privileges Committee was set up last year to

deal with the shortcomings of the old disciplinary arrangements. This new system should be given the chance to prove itself, as Labour and the Liberal Democrats now accept.

Worries that Sir Gordon Downey, the Parliamentary Commissioner, would have insufficient resources and powers were always ill-founded. As the Speaker made clear, "all necessary steps" will be taken to ensure that the commissioner and the committee are "adequately staffed", while if they need additional powers, "no doubt the House will be invited to decide whether they

should be granted". In the current political climate, it would anyway have been impossible to suppress an inquiry and Mr Major has repeatedly said he will make available all relevant papers.

The real issue is the scope of the investigation. Tory party managers had been hoping to limit the inquiry to the original allegations by Mohammed Al Fayed against Mr Hamilton and related matters not considered by the old Members' Interests Committee because of the libel case. But much wider allegations have now been raised over Mr Hamilton's acceptance of payments from Ian Greer. As Donald Dewar and Archy Kirkwood, the Labour and Liberal Democrat Chief Whips,

argued yesterday in a joint statement, these matters should also be considered by Sir Gordon and the committee. The Speaker was careful not to say what the committee should examine. Her concern was more that the committee should rapidly inform the House about "the full nature and scope of any investigations which it undertakes".

The Willetts memorandum — the note written by David Willetts, the Paymaster General, when he was a whip two years ago about the members' interests inquiry — is entirely separate and does not come within Sir Gordon's current remit. The report of the Select Committee on Standards in Public Life in July 1995 that set out the powers of the

commissioner made clear that this type of privilege issue should be dealt with in the traditional way. The Speaker acts as an initial filter for complaints which are then referred by the House to the committee. Any suggestion that Sir Gordon should take on such privilege issues would make him even more of a judicial investigator.

It is in everybody's interests — Parliament's, the Tories, even the now beleaguered and tawdry Mr Hamilton — that nothing is suppressed. It is the only way to deal with wider allegations about sleaze and to rebuild confidence in Parliament.

PETER RIDDELL

Leading article, page 21

"I live in Liverpool. Can I use One 2 One here?"

... of the Manchester area, as well as London, the South-East ... end of '96 we'll cover 80% of the population of Great Britain ...

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Rising costs may drive 'Le Trib' to abandon France

FROM BEN MACINTYRE IN PARIS

THE *International Herald Tribune*, the American newspaper first published in Paris more than 100 years ago, may soon move to the United States, driven out by the high costs of doing business in France.

The newspaper, jointly owned by *The New York Times* and *The Washington Post*, has commissioned a study to explore the costs of moving its operations to America, executives said.

"It is no secret that France is an enormously costly place to produce anything," Michael Getler, executive editor of the *Herald Tribune*, said. He added that relocating to the United States would represent a significant saving. The *Herald Tribune* employs some 250 staff at its offices in Neuilly-sur-Seine, and the newspaper would retain a "substantial" presence in France whatever the study's findings, Mr Getler said.

Editorial and business operations are among those that may be moved from France, but Mr Getler stressed that no decision had been made on which, if any, parts of the paper might be relocated. Journalists on the *Herald Tribune* are paid American salaries, which are higher than French ones, but also enjoy French holidays which are considerably longer than



those usually allowed in the United States.

"The technology that enables us to print in a dozen countries around the world will be sufficient to co-ordinate functions between the sizeable element that would certainly remain in France and other elements if they moved to New York or Washington or somewhere else," Mr Getler said.

The *Herald Tribune* has "full page make-up" technology that enables pages to be made up on a computer screen. But a spokesman at the newspaper said that this is



Jean Seberg as she was seen in *Breathless*

only used on a few pages a day, due to union rules. Production staff has been cut from 30 to ten people over the last year, the spokesman said.

The 50 Paris-based journalists at the *Herald Tribune* belong to an in-house union, and some are also members of the French journalists' union.

"If a move came to pass, we would obviously take labour concerns into account," Mr Getler said, adding that it was unlikely French staff would be asked to move to America.

If the *Trib* does relocate, it will follow numerous companies unable or unwilling to shoulder the huge cost of French government charges for staff healthcare, social security, pensions and insurance.

The *Herald Tribune* is facing increased competition from international dailies such as *The Wall Street Journal* and *The Financial Times*, as well as from *The Times* and other British newspapers which are now printed and distributed on the continent.

"I don't want [the move], but I will do whatever is good for the profitability of the enterprise," Richard McLean, the newspaper's publisher, said. "I would be very sad if I had to leave France. The newspaper started here. This is its home."

The *Paris Herald* was born on October 4, 1887, when James Gordon Bennett Jr founded a European edition of the highly successful *New York Herald*. After merging with the *New York Tribune*, the American-based newspaper closed down in 1966, but the Paris edition continued under its current title.

Over the years, the newspaper attained something of a cult status in France and a copy of *Le Trib* under one arm remains a badge of cosmopolitan chic. In the 1959 film *Breathless*, Jean Seberg wore a *New York Herald Tribune* T-shirt, which has since been adapted into a line of women's clothing.



Relatives watch the exhumation yesterday of the bodies of Bosnian Muslims killed near Sarajevo in 1992. Vehicle tyres were used to set the bodies ablaze

Vow by Bosnia prosecutor to pursue rapists

FROM SAM KILEY IN ARUSHA

LOUISE ARBOUR, chief prosecutor in the Rwandan and Yugoslav international war crimes tribunals, veers between deep distaste and blushing enthusiasm for her role as the world's sword of judicial vengeance against its war criminals.

But, as she said in an interview in Arusha, Tanzania, where Rwanda's alleged perpetrators of genocide — accused of plotting the mass killing of a million Hutu moderates and Tutsis — will be tried this month, she is determined to add the crime of mass rape to their charge sheets.

Stung by criticism from human rights groups, which accused the International Criminal Tribunal for Rwanda of ignoring mass rape, the organised sexual mutilation of Tutsi women and the deliberate impregnation of mass groups of them by Hutus, Justice Arbour pledged that the perpetrators of such atrocities would be hunted down.

Part of the explanation for the slow response to calls for prosecutions for rape has been that the Yugoslav and Rwandan tribunals are making up international law on the hoof. The only case law they have to go on has come from the Nuremberg prosecutions of Nazi leaders 50 years ago.

"Rape was not part of the fabric of jurisprudence at the Nuremberg trials, the only area of case law for us in the realm of 'crimes against hu-

manity". But we have indicted people for rape in Yugoslavia and we are investigating sexual violence in the Rwandan context, and will continue to do so. I have written to 50 NGOs [non-governmental organisations] asking for their help and we hope they will really give a boost to our efforts," Justice Arbour said.

Nobody knows how many women were raped during the mass slaughter in Rwanda in 1994. But at least 5,000 unwanted "children of hate" have been left behind, abandoned by their mothers.

Justice Arbour, 49, a former criminal justice don, Ontario Supreme Court judge and vice-president of the Civil Liberties Association of Canada, presides with precision over the most informal char. The smallest slip of the tongue or inaccuracy of terminology is instantly corrected.

"I do not represent the tribunals. I represent the prosecution in the tribunals," she insists.

She was asked whether a prosecution witness could turn "Queen's evidence" and testify against his conspirators in return for immunity. "It would not be Queen's evidence because we're not in a British court," she replied. "And I won't say anyway."

When asked what was the biggest burden she carried, she said "that justice, when it comes, may be too late, and can never heal the wounds of the victims who survived."

Paris halts growth of 220mph train network

BY BEN MACINTYRE

THE French Government has slammed the brakes on expansion of the high-speed TGV rail system, once the pride of French engineering and the envy of Europe.

Anne-Marie Idrac, the junior Transport Minister, confirmed that plans to lay a further 1,400 miles of special track for the *trains à grand vitesse*, which travel at a top speed of 220mph, have been shelved.

In 1992, the SNCF embraced an "all-TGV" policy and committed itself to building a network of high-speed routes throughout France. However, the Government has balked at the expense of building banked tracks needed by the TGV.

With rail traffic declining, the SNCF lost an estimated Fr16.5 billion (£2 billion) last year alone, and Mme Idrac said that implementing the 1992 plan would cost an additional Fr200 billion.

Anger as child sex case judge is dismissed

FROM LEYLA LINTON IN BRUSSELS

REVULSION and disgust swept Belgium yesterday after its supreme court decided to remove the judicial investigator from the country's child sex abuse and murder investigations because he accepted a free meal from an organisation that supports the parents of missing children.

More than 600 people outside the Palais de Justice in Brussels greeted the decision to dismiss Jean-Marc Connerotte from the case with howls of protest and chants of "murderers, murderers". The Cour

de Cassation said that a judge must remain impartial at all times. "The decision was made... given that the impartiality of magistrates was a fundamental rule," Oscar Stranard, the court president, told the packed court.

The court upheld complaints by the lawyer for Marc Dutroux, the man suspected of killing four girls and kidnapping two others, that Mr Connerotte had compromised his objectivity by attending a spaghetti supper last month at which two of Dutroux's al-

leged victims were present. Julien Pierre, Dutroux's lawyer, said the court had shown "infinite wisdom".

Paul Marchal, father of An, one of Dutroux's alleged victims, said: "It is the beginning of the end. Justice is dead." The families of Mélissa Russo and Julie Lejeune, who starved to death in a house belonging to Dutroux, were disillusioned with the decision, their lawyer said. He plans to appeal against it.

However, the families of the dead girls and their support-

ers expressed some relief that at least Michel Bourlet, the prosecutor of Neuf Château, would remain on the case, even though he too had attended the supper.

Mr Connerotte and Mr Bourlet had won widespread public support for their aggressive approach to the investigation of the scandal which uncovered police bungling and a connection between the suspect and a local police inspector. More than 280,000 people had signed a petition backing Mr Connerotte.



Connerotte: he had won the public's support

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Far Right advance in poll alarms Austria's partners

FROM ROGER BOYES IN VIENNA

FINAL RESULT

People's Party	29.6%
Wolfgang Schüssel	29.6%
Social Democrats	29.1%
Freedom Party	29.1%
Jörg Haider	27.6%

A DRAMATIC shift to the far right in European elections seemed yesterday to stun Austria's European Union partners and raised fears that the populist Freedom Party may become the moving force in the country's politics.

The Freedom Party won almost 28 per cent of the vote at the weekend elections and could be poised to overtake the two established pro-European governing parties before the general election scheduled in 1999. Jörg Haider, the party's controversial leader, expressed confidence yesterday that he would be Austria's Chancellor by 2000.

Ten years ago the Freedom Party was little more than a group of malcontents, unhappy about the stagnant politics of the Austrian grand coalition between the Social Democrats and the conservative People's Party. Although Herr Haider lost the June 1994 referendum on entry into the European Union, the 46-year-old Porsche-driving lawyer has plugged away. Now 62 per cent of Austrians say that European membership brings "overwhelming disadvantages" — an indictment of the ruling coalition which has sent the political class reeling.

The Social Democrats, for decades the dominant force in Austrian politics, have lost two European parliamentary seats and now have only six. They secured 29.2 per cent of the vote, but were overtaken by their conservative partners, who picked up 29.6 per cent.

Nevertheless, it lost a seat in Strasbourg. The right-wing Freedom Party, which had campaigned for a delay in economic and monetary union (EMU), the preservation of the schilling and much slower eastward enlargement of the EU, polled 27.6 per cent of the vote, compared to 21.9 per cent in the general elections ten months ago.

Herr Haider's appeal may well have been his tub-thumping speeches against foreigners — "Vienna, not Istanbul" he yelled to the crowds — as against Brussels. The simultaneous Vienna municipal elections, which levered the Social Democrats out of their time-honoured control of the city, suggested that many Austrians may also have simply wanted a clean broom swept through mainstream politics.

Membership of the EU was the turning point for Herr Haider. Rash promises that food prices would drop, that everyone would be better off to the tune of £100 a week, that tourism would blossom, and jobs would be secure have not been fulfilled. So Herr Haider, who campaigned against EU, is seen as a prophet.

Budget cuts designed to save some £6 billion and bring the public deficit down to 3 per cent of GDP — to meet one of the Maastricht criteria for EMU — have begun to hurt: schools are scrambling for funds, towns are cutting back on libraries and swimming pools. "People have the feeling that the European Union caused the budget cuts, but that is absolutely not right," Helmut Cramer, director of the Austrian Institute for Economic Research, said. "We would have had to do it, Maastricht or not."

The Social Democrats of Franz Vranitzky, the Chancellor, were always regarded as the party that protected jobs. But while some tens of thousands of jobs have been created since EU entry, even more have been lost. The Freedom Party appealed not only to the new jobless but also to the many more who fear unemployment for the first time.

The supporters of EU failed to state their case well. Klaus Liebscher, the Central Bank chief, argues that abandoning the schilling gives Austria more influence. At present, the Austrians more or less follow the line of the German Bundesbank. In a European Central Bank, the Austrians "would be consulted on monetary policy and share in the decision-making". None of the government politicians managed to make this case in the campaign and surrendered the ground to the Freedom Party, which presented itself as the standard-bearer of Austrian independence.



Jörg Haider, the leader of the far-right Freedom Party, celebrates after his group made substantial gains in the European elections

The paradox is that Austria has been successful in milking Brussels. Alpine farmers are complaining — and voting for Herr Haider — about competition, but they have been receiving huge compensation for falling prices from both Brussels and from Vienna.

The question for British Conservatives or other parliamentarians opposed to Maastricht is how far can they make common cause with Herr Haider in Brussels.

refuses to condemn the Nazi era and has addressed the Waffen SS — is lumped together with opposition to Brussels, EMU and European enlargement. He plays on suspicions of open frontiers: that Hungarians and Slovenes, potential EU members, will destroy

Austrian farmers. Although he exhibits an easy charm, he could be a dangerous ally.

Opinion Poll on Monetary Union: If the schilling is replaced by the euro in around five years, will Austria have:

Some advantages: 18 per cent
No change: 22 per cent
Some disadvantages: 34 per cent
Great disadvantages: 11 per cent
Source: Paragon, October 1995

Leading article, page 21



Vranitzky: coalition failed to state case

Anti-Maastricht vote

FROM BEN MACINTYRE IN PARIS

COMMUNIST candidate campaigning against the Maastricht treaty topped the poll in a French by-election at the weekend.

In the first round of a contest to replace the soccer tycoon, Bernard Tapie, as MP for the town of Gardanne,

near Marseilles, the Communist and the extreme-right National Front candidates shared 64 per cent of the vote and face a run-off.

Corruption charge: Robert Hue, head of the French Communist Party, and his predecessor, Georges Marchais, have been charged concerning allegations of illegal political funding. (AFP)

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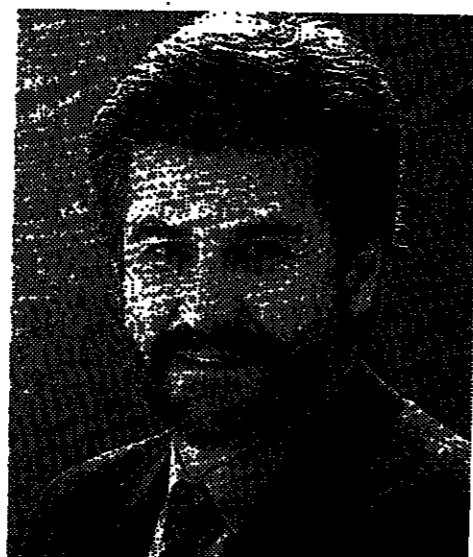
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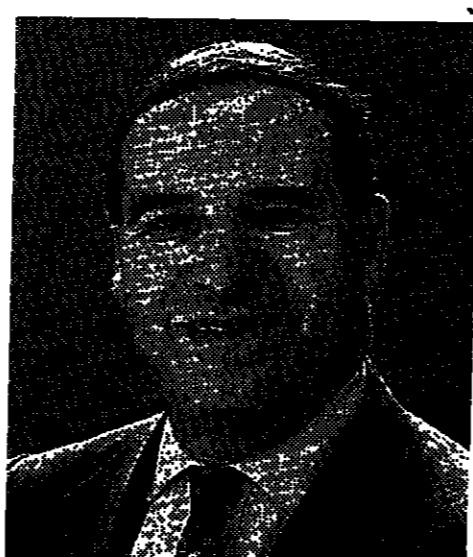
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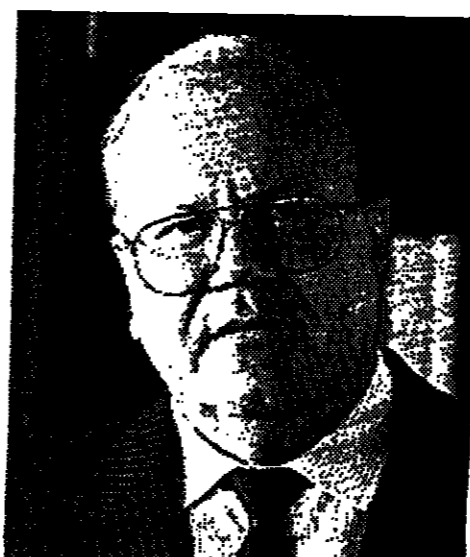
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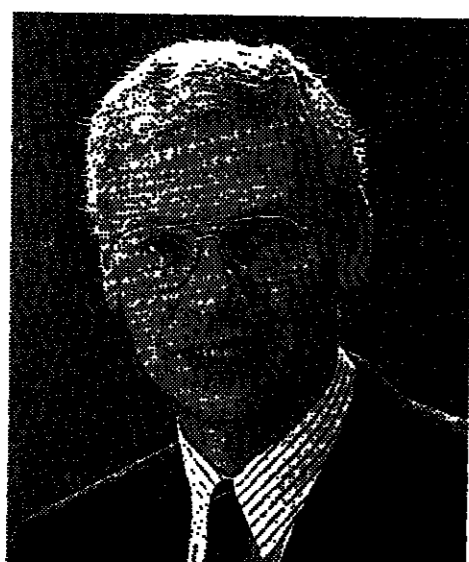
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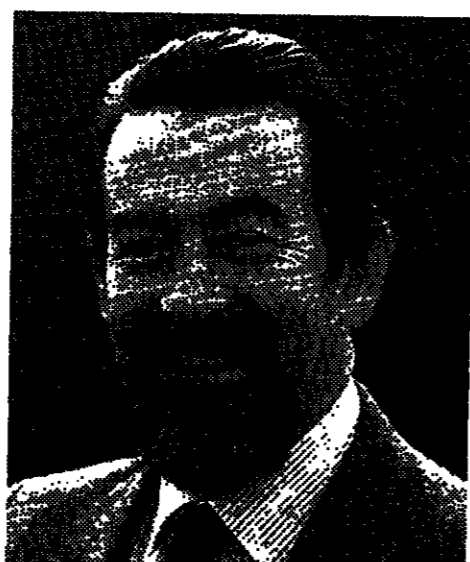
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Commissioner Van Miert (Belgium)



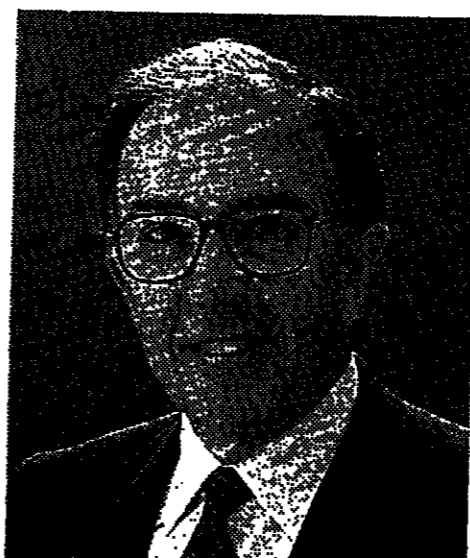
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Commissioner Bjerregaard (Denmark)



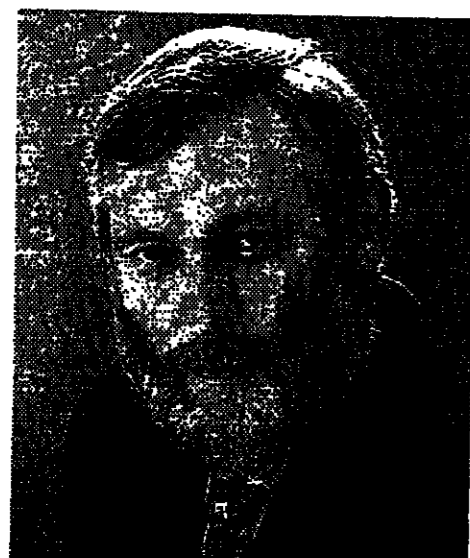
Commissioner Wulf-Mathies (Germany)



Commissioner Kinnoch (Britain)



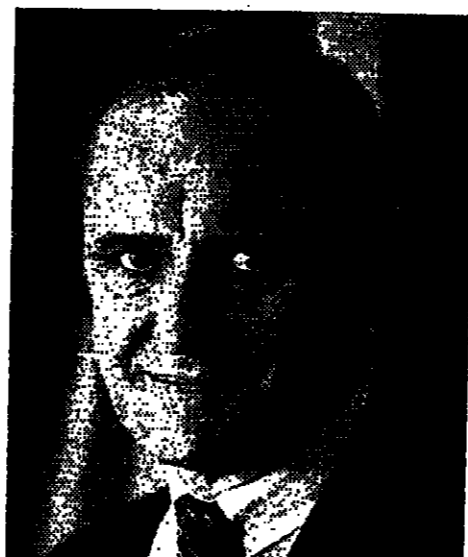
Commissioner Monti (Italy)



Commissioner Fischler (Austria)



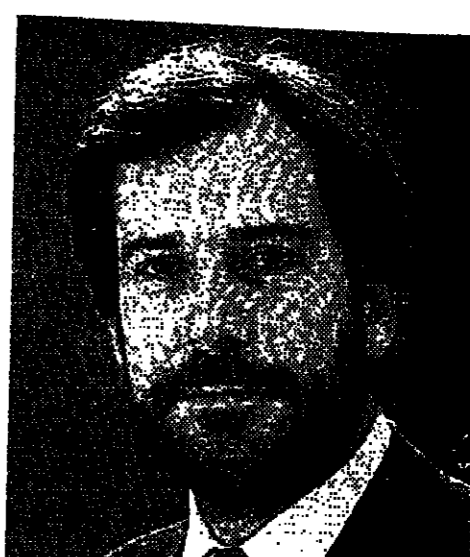
Commissioner Bonino (Italy)



Commissioner Silguy (France)



Commissioner Liikanen (Finland)



Commissioner Papoutsis (Greece)

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THE TIMES 2

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TODAY



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BUSINESS EDITOR Lindsay Cook

TUESDAY OCTOBER 15 1996

German shoe chain could reignite Hinchliffe career

By Jason Nisse
STEPHEN HINCHLIFFE, the Sheffield businessman whose collapsed Facia empire is being investigated by the Serious Fraud Office, is using a £50 million German shoe-retailing chain to fund a possible return to the business arena.

The Facia empire, which claimed to be Britain's second-largest privately owned retailer, collapsed in the summer and is now under the control of insolvency practitioners from three accounting firms.

However, Mr Hinchliffe managed to keep Bata Schuhe, the German arm of the empire, out of the hands of the receivers. The operation has 110 stores in Germany and a reported annual turnover of £50 million but recorded losses the last time it filed accounts. Mr Hinchliffe bought the business in March from International Footwear Investments, part of the Bata parent company based in Canada.

Price Waterhouse, the administrators of the shoe side of Facia, is suing Mr Hinchliffe for up to £35 million and has gained a mareva injunction freezing his UK assets. However, Bata Schuhe is not covered by the injunction because it is owned by a company registered outside the UK. The business is being run by Ian Rosenblatt, an associate of Mr Hinchliffe, and has been asked whether there is any spare money in the business to help Mr Hinchliffe in continuing funding his lifestyle. Keith Oliver, a partner in Peters & Peters, lawyers acting for Mr Hinchliffe, would not comment on the status of Bata Schuhe but said that Mr Hinchliffe would be applying to have the mareva injunction lifted.

Facia is likely to go into liquidation in the next couple of weeks in spite of a dispute between Mr Hinchliffe and KPMG, the receivers of the company and some of its subsidiaries. KPMG has told Mr Hinchliffe and other directors of the company that its job is done and has invited them to appoint liquidators. However, the directors have not done so, in spite of the move being only a formality usually. Part of the problem is that KPMG is concerned that Buchler Phillips, the firm that Mr Hinchliffe favours, advised the Sheffield businessman while Facia was still running.

Now KPMG is expecting one of the creditors of Facia to issue a winding-up petition, which will allow the liquidators to be appointed. They will then decide how large a payout creditors can receive from the Facia assets.

BUSINESS TODAY

STOCK MARKET INDICES		
FTSE 100	4038.7	(-10.5)
Yield	3.87%	
FTSE All Share	1260.98	(-1.4)
Nikkei	21029.25	(-61.09)
New York		
Dow Jones	6016.53	(-48.96)
S&P Composite	704.73	(+4.07)

US RATE		
Federal Funds	5.5%	(5.5%)
Long Bond	6.85%	(8.5%)
Yield	6.85%	(8.5%)

LONDON MONEY		
3-month Interbank	5.5%	(5.5%)
6-month Interbank	5.5%	(5.5%)
12-month Interbank	5.5%	(5.5%)
3-month Bill	11.0%	(11.0%)

STERLING		
New York	1.4807*	(1.5751)
London		
\$	1.5755	(1.5753)
DM	1.7830	(1.7830)
FF	1.1763	(8.1657)
SFR	1.5801	(1.5770)
Yen	175.32	(175.50)
£ Index	87.4	(87.4)

DOLLAR		
London	1.5285*	(1.5307)
FF	5.1780*	(5.1806)
SFR	1.2530*	(1.2530)
Yen	111.60*	(111.55)
£ Index	87.4	(87.4)

NORTH SEA OIL		
Brent 15-day (Dec)	\$24.20	(\$23.50)

LONDON CLOSE		
FTSE 100	4038.7	(-10.5)
FTSE All Share	1260.98	(-1.4)
Nikkei	21029.25	(-61.09)
Dow Jones	6016.53	(-48.96)
S&P Composite	704.73	(+4.07)

Brokers fined over pensions mis-selling

By Robert Miller
A SENIOR City watchdog yesterday handed down fines totalling £405,000 on four of the UK's largest financial broking houses, for mis-selling personal pensions. The guilty parties were also ordered to pay costs of £225,000.

The Investment Management Regulatory Organisation (Imro), the watchdog for fund managers, found that the firms failed to provide many of their investors, who transferred out of occupational and company pension schemes into personal plans, with "fair and clear written statements".

Imro said that in a number of instances investors had been unable to make balanced judgments on the rival merits of the pension schemes because the information they were provided with was flawed. Others were not given clear enough warnings about the dangers of leaving a generous company plan for the uncertainties of a personal pension. In many cases, said Imro, the record keeping and paperwork was very poor.

The largest of the fines was the £200,000 levied on Godwins, an independent financial adviser based in Farnborough, Hampshire. Willis Corroon was fined £95,000, Heath Consulting Company £70,000, and the Alexander Consulting Group £40,000.

The Imro action underlines the determination of City watchdogs to speed up the review of the one million personal pension plans sold since 1988. Since the Securities and Investments Board, the chief City authority, ordered the review in 1993, only a handful of individual investors have received compensation. Hundreds of thousands more may be unaware that they are entitled to redress.

The industry faces an estimated total cost and compensation bill of £4 billion. Commenting on the Imro action, Hunter Devine, chairman of Godwins, which has identified 1,167 problem cases, said: "I believe it is unfair in that Imro made a number of regular inspection visits prior to 1994 and we were given a clean bill of health. When they came back in 1994 they were applying a new and tougher set of rules to business they had already cleared."

Man Utd shares on the ball

By Jason Nisse
MANCHESTER United shares soared another 49p to 559p yesterday — a two-day gain of more than £1 — as another rumoured bid surfaced and was shot down.

IMG, the sports promotions company run by Mark McCormack, was said to be preparing an offer, having failed recently to buy Olympique Marseille. United said it was not aware of any approach or proposals from any group and, while not directly denying the story, IMG played down the rumours.

Tim Jenkins, who heads the football side of IMG in the UK, declined to comment but admitted if IMG was to bid for United, it would severely stretch its resources.

IMG has 70 offices in 30 countries and an annual turnover of \$1 billion. If it had taken control of Marseille it would have paid £4 million with a commitment to invest another £14.6 million. United would cost at least 20 times that.

Cup preparation, page 48



Michael Doyle yesterday. The prosecution alleged that greed got the better of him

Executive denies £1m Abbey fraud

By Our City Staff
A SENIOR executive at the Abbey National went on trial at the Old Bailey yesterday accused of defrauding his employer out of more than £1 million.

Over a two-year period, Michael Doyle, said to be earning nearly £50,000 a year, allegedly approved agency invoices for work that had never been done and then took payments from the agency directors who had benefited.

Anthony Glass, QC, prosecuting, said: "He was by any standards a quite well-paid executive and it was really greed that got the better of Doyle."

BA bids for troubled Air Liberté

By Jon Ashworth
BRITISH AIRWAYS has made a formal bid for Air Liberté, the troubled French regional carrier. BA is offering Fr25 million (about £3 million) for the airline, put into administration in September.

Output prices lift shares to record Clarke lays down ERM line

By Janet Bush
ECONOMICS CORRESPONDENT
THE latest set of encouraging figures on industrial costs and prices helped the stock market to another record close yesterday.

British producer output prices rose by a better than expected 0.4 per cent in September because of a rise in crude oil prices. Annual output price inflation, therefore, rose to 2.2 per cent from 2.0 per cent in August. However, stripping out food, drink, tobacco and petroleum, underlying output price inflation dropped from 1.3 per cent to 0.9 per cent, its lowest rate for 30 years.

Input prices — the cost of raw materials to industry — rose 0.3 per cent in the month. Against a year ago, input prices have dropped 2.9 per cent. In August, the year-on-year figure was a 2.2 per cent fall.

On the stock market, the FT-SE 100 index closed 10.6 points higher at a record 4,038.7. The City was cheered by the prices figures and argued that they should lead to lower prices on the high street.

Keith Davies, UK economist with Fourcast, said: "These figures suggest that the short-term inflationary backdrop in coming months will be sufficiently favourable to provide the Chancellor with the excuse he needs (along with sterling's strength) to resist the Governor's increasing calls for higher base rates."

Separate figures published today by the British Retail Consortium appear to back up this view. The latest BRC retail sales monitor shows that sales continue to grow healthily, but the rate of growth has decelerated. In addition, price pressures fell for the third month running.

normal fluctuation margins for two years. Sauli Niinisto, Finland's Finance Minister, said a decision on the single currency would be made next year. The marka slipped seamlessly into the ERM system yesterday, trading little changed from Friday's close at 2.9380 to the mark.

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JOHN CHARCOL

Worries over whisky sales Purge in wake of Peter Young affair Labour's election odds fall

Grain of hope in overseas markets

PREMIUM scotch whisky is at first glance one of those curious markets — children's safety equipment is one of the few others to spring to mind — where high prices may attract the consumer rather than deter a purchase. This is one reason the industry has avoided the sort of cost-conscious rationalisation that has befallen other industries and managed to remain true to its antique tartan image.

One of the best incursions from the real world was the cold-blooded swoop on Macallan-Glenlivet by Highland Distillers in July and its inevitable chaser, the sacking of almost half the former's Speyside workforce. What was interesting was the timing of Highland's move. The whisky industry had endured three winters of price wars, Christmas 1994 having been particularly awful.

While the best whiskies have always maintained their distance from the common herd, the cuts among cheaper brands had an unexpected effect. The entire pack shuffled back in price; aristocratic single malts used to commanding £20 or more suffered the indignity of being chopped up by the big supermarkets at 30 quid for two.

By last summer the worst of the damage was over, some single-digit price rises had been hammered through, and the

industry had decided to go into this pre-Christmas selling season with a united front. Yesterday's figures from Highland Distillers suggest this may not be easy. The industry has seen a 4 per cent fall in sales in Britain over the past year, suggesting the gradual decline in whisky drinking over the past couple of decades is accelerating. It may be that the earlier price cuts slowed the natural decline, and volume is now being sacrificed in return for higher prices. But it would not take much for one producer to break ranks and start the downward spiral again — to the customer's benefit and the industry's ruin.

Highland has a poor record for diversifying; it is not too many years since a daff venture into mushroom farming and a particularly hideous scotch-and-orange concoction for the youth market. The company is now producing its own gin, as yet an unproven quantity, and a special Famous Grouse brand for the Far East. It now exports one bottle of Famous Grouse, its main seller, for each one that stays in this country. The in-

dustry's salvation is going to be in markets such as India, China and South America, where whisky is often drunk, horror or horrors, with Coke or another mixer. Consumers seem strangely unconcerned whether the label features a sprig of heather or a lam-o'-shanter, either. They may be young, a market Highland and its rivals find it hard to attract on their home turf.

Some of the international drinks groups have already latched on to this and directed their advertising accordingly. The smaller producers will ultimately have to do the same.

Don't spare the axe at MGAM

FOR a while it seemed we were heading for yet another messy City cover-up. The pattern is familiar: hundreds of millions go missing from the vaults of Megabank, and after weeks of trawling through the details, a far-reaching purge is announced. The man in charge of ordering paperclips is fired, the



ten-lady demoted. The head of the department settles back to sleep again.

Either today or tomorrow, the purge of senior executives at Morgan Grenfell Asset Management in the wake of the Peter Young affair will be announced. Mr Young was a star among fund managers, not usually, admittedly, a charismatic breed, for his ability to pick winners. As it turned out, some of the valuations he put on his successes were dubious, and his investment strategy ran counter to both MGAM house rules and common sense.

Now Deutsche Morgan Grenfell, owner of the fund manager, must decide how far up the managerial chain the axe should

go. Already identified are the compliance director — fair enough, as the internal policeman he must attract some blame — and two of Mr Young's immediate bosses. As yet unconfirmed is the departure of Keith Percy, the chief executive and therefore the man at the top of the food chain at MGAM.

Mr Percy is an amiable and popular man, but his name must be on that list. He might go of his own accord, rather than work under his replacement, it is suggested. But to omit him would make a mockery of this summer's Securities and Futures Authority guidelines, put out after Barings and the survival of the two men at the top, Peter Baring and Andrew Tuckey, with their respective fortunes intact. These say a senior executive's ignorance of wrong-doing by subordinates is not enough to absolve him or her from blame. The same line was adopted by Imro, Morgan Grenfell's regulator, in the case of Jardine Fleming in Hong Kong.

Ahead of a decision on what to do with Mr Young himself, such an outcome, with resignations

going right to the top and no handsome pay-offs or "consultancy" deals either, would seem to confirm this doctrine.

City dusts off the Tories

HOPE is at hand for Conservative Central Office. Each month, Merrill Lynch asks fund managers responsible for more than £1,000 billion which party they think will have the most seats in the next Parliament. Each month so far this year somewhere between 92 and 99 per cent have given their unsentimental vote to Labour. At the beginning, Merrill confesses, only one person in their sample reckoned the Tories would still hang on after the election.

All this has suddenly changed. A poll of 76 of these financial eminences grise taken after Labour's conference and during that of the Tories found eight fund managers backing another Tory plurality. Labour's odds-on dominance is down to 59 per cent. But does this matter any more? In 1992, something like an

evens chance of a Labour victory produced sweaty palpitations on City exchanges. In part, Labour is now favourite because it has few non-Tory financial policies.

Only utility stocks, pariahs ahead of Labour's posturing on "windfall" tax, have on the whole become less unpopular among the Nerds of the investment world than over the spring and summer. They are still far from being flavour of the month.

Being within infection range of the Bank of England, fund managers are more worried about inflation. They think short-term interest rates will have to go up, albeit modestly, after the election. Like a new boss charging anything possible to last year's accounts, new Labour is more likely to raise rates in a stately and blame the Tories. New Labour, new orthodoxy.

Smokers welcome

A PRO-SMOKING action group has provided a list of tobacco-friendly health clubs — and a restaurant where you are encouraged to light up, which doesn't say much for the cooking. Next off the presses is the William Hill nap of three-legged horses, Douglas Hogg on care-free beef farming — and Peter Young's selection of the world's finest unlisted securities.

Sluggish markets hold back Premier

By PAUL DURMAN

PREMIER Farnell, the electronic components distributor formed from a £1.85 billion takeover, is still being held back by sluggish markets and can see no sign of any short-term revival.

The company, now burdened with £410 million of debt, had slower growth in sales this year. Although the demand for computer chips remains strong, prices in the group's volume distribution business have fallen because of overcapacity.

These problems and £7.7 million of reorganisation costs restricted Premier Farnell to first-half pre-tax profits of £56.1 million. The original

Farnell business increased its operating profits from £32.9 million to £36 million on sales nearly 10 per cent higher at £277.3 million. The US-based Premier Industrial was included only from its acquisition in April, but made an opening contribution to operating profits of £33.9 million.

Farnell's US business has been moved to Chicago, the home of Premier's Newark Electronics, while Newark's European arm has relocated to Leeds. These changes and the elimination of head office duplication have cost about 150 jobs.

Copies of Farnell's catalogue of products have been sent out to Newark's customers and have prompted a promising level of new orders. Newark's catalogue is being sent to Farnell's customers for the first time this week.

The main impact from the market pressures was felt at Farnell Electronic Services, the volume component distributor. Management in Germany and Italy, where the group made lower profits, has been changed. Farnell increased sales and profits in the UK in spite of lower gross margins.

Farnell Components, the catalogue arm, continued to improve sales and profits although at a slower rate. Catalogue sales represent just over half the group's annual sales of almost £1.1 billion.

CPC, which distributes spares and accessories for consumer electronic goods, produced "excellent" results, beating its profit targets.

After adjusting for rationalisation costs and other one-off items, reported earnings fell 6 per cent to 16p a share.

The company is increasing its interim dividend 19 per cent to 5.2p a share. It will be paid on December 2.

The company has paid off £50 million of borrowings, and retained a healthy level of interest cover.

Prism on the track of £12m

PRISM RAIL, the consortium formed to bid for the newly privatised rail franchises, launched a £12.4 million rights issue yesterday as it began operating two new routes (Christine Buckley writes).

Prism, which already operates LTS Rail, now runs SW&W Railway, covering the western, southern and London Midland regions of British Rail, and Cardiff Railways. Its rights issue — at 240p on an 11 for 26 basis — was mounted to fund capital requirements for the franchises.

Prism, the only quoted company to specialise in rail transport, is on the shortlist to bid for four more regional franchises — CrossCountry Trains; Merseyrail Electric; Anglia Railway Train Services and West Anglia Great Northern Railway. Prism indicated a profit projection for the year to March of £8 million.

Tempus, page 30

Jardinerie seeks growth in float

By SARAH CUNNINGHAM

JARDINERIE Interiors Group, which hires, sells and maintains indoor plants for businesses, hopes to raise up to £4.3 million when it joins the Alternative Investment Market at the end of this month.

Most of the money will be used to buy Tropical Plants Display and Office Landscaping. The acquisitions will more than double the group's turnover and will make it the second-largest player in the UK market, behind Rentokill.

William Braid, chief executive, said that the acquisitions are agreed and are dependent only on the listing. The two businesses will cost a little less than £4 million. The money

raised from the flotation will also be used to redeem around £300,000 worth of preference shares held by 31, the venture capital group.

The shares will be issued at 114p and the market capitalisation will be £10.2 million. The group — including the two acquisitions yet to be completed — turned over about £6.13 million and made a profit of £1.14 million in the year to September 30. On its own, Jardinerie Interiors had turnover of £2.9 million. Mr Braid said that he expects turnover this year to top £6.5 million.

Trading in the company's shares is due to begin on October 31.

You can't fool Mother Nature. But you can work with her.

GROWER'S ALMANAC

U.S. Weather Regions

A.I. Forecasts
Climate Center

July 19-21	Heavy showers; daytime high temperatures rising to the mid-80s; nighttime low near 70°.
July 22-24	Bunny; daytime high in the 80s; sprinkles.
July 25-26	Heavy showers; daytime highs in the 80s.
July 27-30	Sunny and warm; daytime highs near 90°.
July 31-Aug 1	Light showers; daytime highs in mid-80s.
Aug 2-4	Clear and warm; daytime high rising to mid-90s; nighttime low rising to mid-70s.

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A more productive way of working **EDS**

Shares reach record high as factory prices rise

INVESTORS on both sides of the Atlantic were on a roll again yesterday with share prices hitting new heights in London and New York.

The better than expected factory gate prices provided a new lease of life to London, allowing the FT-SE 100 index to claw back an early fall of 11 points.

A strong opening rise on Wall Street that saw the Dow Jones average climb back above the 6,000 level enabled London to finish just below its best of the day.

With the US bond market closed for the Columbus Day celebrations, turnover generally slipped to a low ebb.

It seems even the big boys are taking an increasingly bullish view of prospects for investors with the likes of BZW, London's biggest securities house, lifting its year-end forecast for the FT-SE 100.

BZW has raised its estimate from 3,750 to 3,900 with 4,300 already pencilled in for 1997. BZW says that the equity market is now beginning to look attractive after the recent sharp rise in the gilt market.

British Gas fell 4p to 184.5p after the industry regulator referred the price control of British Gas and its TransCo subsidiary to the Monopolies and Mergers Commission.

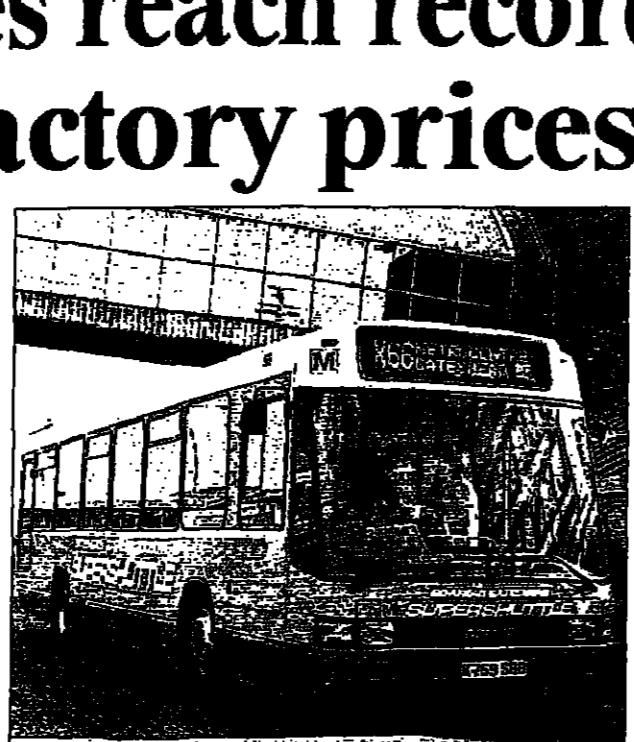
Early attention focused on the financial sector where shares of the insurance companies were being chased higher. Speculative buying pushed Commercial Union up 9.5p to a new high of 677.5p.

Others to go better included General Accident 4.5p to 743.5p and Guardian Royal Exchange 2p to 274.5p.

Blenheim, the exhibitions group, stumbled 10.5p to 473.5p as the expected bid from United News & Media, publisher of the Daily Express,



Go-Ahead rose 6.2p with Thames Trains franchise completed



Go-Ahead rose 6.2p with Thames Trains franchise completed

failed to materialise. Weekend reports suggested Reed Elsevier had decided against making a bid for Blenheim.

Takeover favourite Manchester United received a further boost with the shares soaring 49p to 539p on the

Henderson Crosswaite, the broker, is recommending Smiths Industries ahead of half-year figures tomorrow. It is looking for pre-tax profits to grow from £163 million to £188 million and says the group can easily achieve earnings growth of between 12 and 15 per cent a year.

back of weekend reports that IMG, the sports marketing group headed by Mark McCormack, was also interested in making a bid.

Highland Distilleries has paid a high price for acquiring Macallan as half-year figures revealed. Write-offs totalling £3 million relating to the subsequent reorganisation took their toll on profits, which slumped from £42.9 million to

£37.1 million and left the shares nursing a fall of 9p at 330p. The outcome fell short of brokers' expectations and is likely to lead to a downgrading of full-year forecasts.

Some cautious words on current trading left newly merged Premier Farnell nursing a fall of 20.5p at 66p. Howard Poulson, chief executive, gave warning that conditions were likely to remain subdued well into next year.

Volume distribution was struggling. It was not what the market wanted to hear. Brokers are already aware that the acquisition of Premier will lead to earnings dilution in the current year and the drop in interim profits will not boost confidence.

Go-Ahead, the bus operator, rose 6.2p to 384p as brokers continued to ponder the benefits of the group being awarded the Thames Trains franchise. The deal has now been completed.

Waste Management International marked time at 292p after reporting a near 8 per cent increase in third-quarter profits to £42.8 million.

Airtours raced up a further 15.5p to 622p as brokers continued to calculate the benefits of the group's first expansion move into the US with the creation of a new subsidiary in California.

The London bond market made headway but with the US bond market closed, turnover fell well below recent levels. The best performers were seen in index-linked issues still reflecting on Friday's unexpected half-point jump in the inflation numbers.

Rises of about 1% were recorded with the Bank of England expected to seize the opportunity and issue further tranches any day.

In the futures pit, the December series of the long gilt rose 1/8 to £107 1/8 as the number of contracts completed fell well short of recent levels. A total of 22,000 had been completed by the close.

In longs, Treasury 81 cent 2015 finished 81 cent 2000 was a tick lower at 104 1/2. ST NEW YORK: On Wall Street interest in oil shares and individual companies such as Intel and Caterpillar helped to boost the Dow Jones industrial average. By midday, it was 46.96 points ahead at 6,016.34.

TEMPUS Battles in the air

FOR British Airways, the bid for Air Liberté is a sideshow compared with its designs on the North Atlantic. The French carrier is minuscule, carrying 2.6 million passengers a year, a small fraction of the 100 million passengers that BA feeds through its global alliance.

Combining Air Liberté and BA's French carrier, TAT, would give the British airline over a fifth of the French domestic market and useful slots at Orly Airport. Success by BA in its bid for Liberté would also remove a threat to the future of TAT from AOM, the rival airline owned by Credit Lyonnais and currently up for sale as part of the rescue plan for the bank. Plans have been mooted for a

margin catalogue sales to smaller customers. The good news is that the catalogue business, which now represents more than half of group sales and 70 per cent of profits, is apparently sheltered from the weakness in semiconductor prices.

Enthusiasts point to the opportunity of selling a wider product range to a bigger customer list. Even so, just how many varieties of computer chip do its customers need? The danger is that a sale to a Premier client could be a sale to loss.

The erratic share price suggests that the jury is still out. Uncommitted investors may choose to watch this particular show from the sidelines.

Yesterday's first-half figures provided few clues. The renamed Premier Farnell gave little information about the performance of Premier - even though the US business contributed as much in three and a half months as the old Farnell business made in the entire first half.

If the management wants to convince investors, at the very least it should provide better information. The news on trading was mostly bad. Sales growth has slowed - particularly in the volume business with manufacturers, but also in higher

Philips WITHIN yesterday's profit warning from Philips came the veiled threat of further action to reduce costs at the Dutch electronics group. In July, Philips said it had 760 million to restructure its consumer electronics businesses and predicted a 1.5-2% cut in the workforce. The problems are well understood: falling product prices and high labour costs in continental Europe.

The solution is to shift manufacturing to lower cost areas and outsource more components but sacking people in France and Belgium is expensive. Having bitten the bullet, Philips may now want to cut deeper into its consumer businesses. But the Dutch company's troubles go further: the semiconductor industry is in a cyclical downturn and although Philips is not producing commodity products, it will suffer from industry destocking.

As if that were not enough, Philips has added to its own problems by making a pitch for a share in the mobile phone market, another industry where product prices are falling and volume growth is slowing. Being a late entrant to the portable phone business adds nothing to Philips which needs to improve rather than add to its product range. But, like a number of other Dutch manufacturing giants, the company is not known to be fleet of foot. This restructuring could be a long haul.

Prism Rail IF Prism's cash-raising goes well, it will in part be due to the success of Stagecoach, now a rival train operator. The latter's buccaneering zeal has done much to turn the city's attitude to road and rail transport from contemptuous indifference to hysterical enthusiasm. The mood was reinforced by the underpricing of Railtrack and investors now believe there is money in rail.

Prism Rail has enjoyed a warm reception on the Alternative Investment Market: its share price has more than doubled in a year. The rights issue will fund the capital requirements for two franchises that will expansion an existing one. The expansion, rather than add to its product range, but, like a number of other Dutch manufacturing giants, the company is not known to be fleet of foot. This restructuring could be a long haul.

Government subsidies and revenue guarantees are what makes rail a safe bet. The Labour party's abrupt removal of its last transport spokeswoman suggests investors have less to fear. At the very least, Labour is unlikely to do anything that would discourage investment in the network.

EDITED BY CARL MORTSHED

Table with columns: MAJOR INDICES, RECENT ISSUES, RIGHTS ISSUES, MAJOR CHANGES, DOLLAR RATES, WALL STREET, FTSE VOLUMES, EUROPEAN MONEY DEPOSITS, GOLD/PRECIOUS METALS, STERLING SPOT AND FORWARD RATES, M&M Rates for Oct 14.

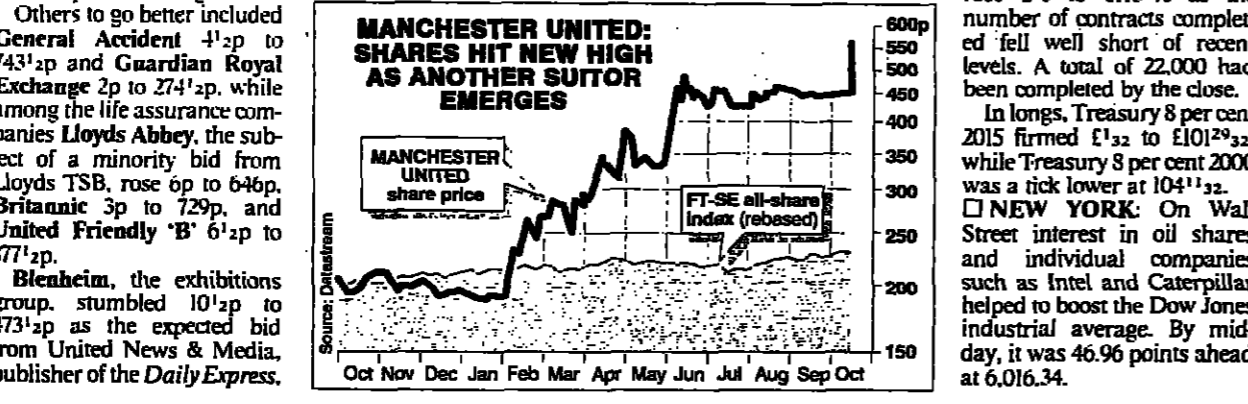


Table with columns: COMMODITIES, LIFFE, ICE/CLOR (London 600mt), GNI LONDON GRAIN FUTURES, RUBBER (No 1 RSS C/F), BRENT (Oil), LONDON METAL EXCHANGE.

Table with columns: COMMODITIES, MEAT & LIVESTOCK COMMISSION, LIFFE, ICE/CLOR (London 600mt), GNI LONDON GRAIN FUTURES, RUBBER (No 1 RSS C/F), BRENT (Oil), LONDON METAL EXCHANGE.

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هكذا من الأصل

THE TIMES CITY DIARY

HSBC's Lord of the Rings

HSBC shareholders should be watchful when next year's pay packages are revealed...

Naked ambition

THERE is money in pop music. Nick Thorp and Miggie Drummond...

An open book

COLIN SHARMAN, senior partner of KPMG, was up a ladder in Bishopsgate yesterday...

DRINKS, SANDWICHES AND THE RIGHTS ISSUE WILL BE ON SALE IN THE BUFFET...

Grounded?

THE course of British Airways' global strategy has never run smoothly...

All bets on

JONATHAN SPARKE, who runs the adventurous Spread Betting Agency City Index...

NO STOPPING Lloyd's of London. It has taken a stand for the first time at the International Motor Show in Birmingham...

When it comes to job creation America wins hands down

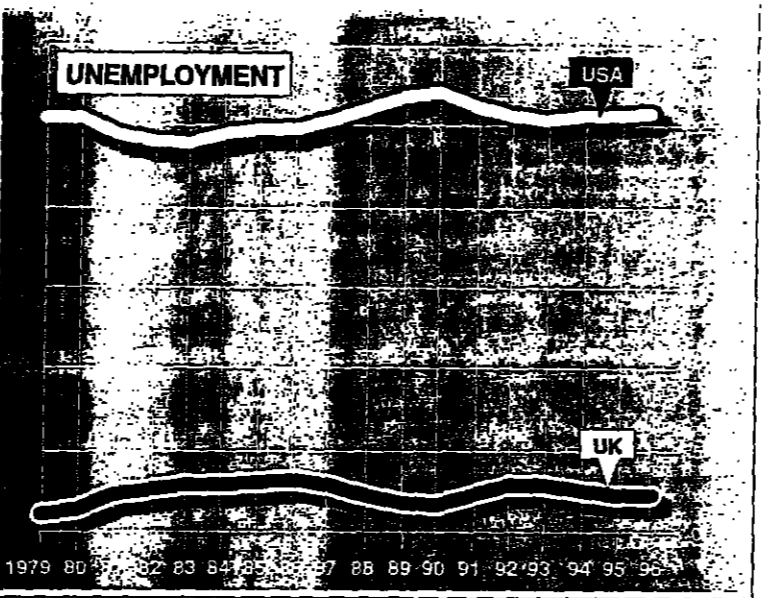
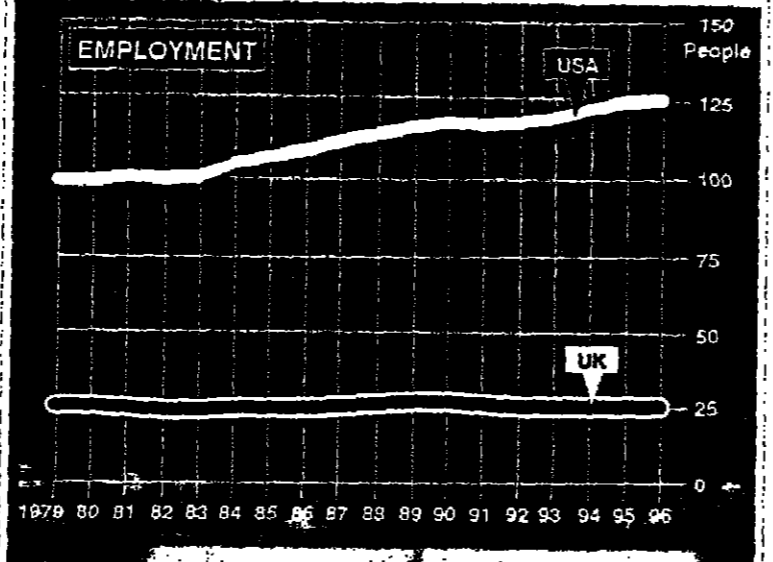
Tory claims on employment compare badly with US exploits, says Philip Bassett

Lunchtime. Bournemouth, the retirement centre of Britain's south coast. Inside the town-centre Burger King...

Once, Conservative ministers used to relish the comparison between Britain and America over jobs...

In America, since Bill Clinton took office in 1992, 10 million jobs have been created...

US SERVES THE JOBLESS BETTER



a surprise overall 40,000 fall for the first time since January, with manufacturing particularly hard-hit...

have grown under the Clinton administration, with new training schemes, welfare reform, pro-union legislation...

From 1979 to 1996, UK employment grew overall by just 300,000, or 1.2 per cent...

at Burger King in Bournemouth, such entrepreneurship looks a little distant. Instead, Chris Butler and his crew...

more limited increase in US unemployment, which has risen 39 per cent since 1979...

With a 21 per cent fall, Britain's unemployment record since 1992 far outstrips the rise in joblessness of 6.3 per cent for the EU...

What has happened in Britain, as opposed to major competitors like the US, is that more people have simply left the labour market...

In the US, right-wing business leaders opposed to Clinton's re-election are scathing about the administration's claims over jobs...

Whatever the reason, job growth during the Clinton years has been startling. Far outpacing the much smaller degree of employment growth in Britain...



Don't bait the Bundesbank

To tease a Rutweiler is unwise, even when you believe that the beast is securely chained. The same maxim applies to annoying the Bundesbank...

In fact, the markets no longer seem to care whether Club Med countries will actually hit their targets...

But it is realistic to believe that Italy's quarrelsome politicians will continue to back Signor Prodi's painful budget cuts...

At present, investors are not even considering such questions. The reason is that people have had such fun and made so much money in Club Med markets...

BUSINESS LETTERS

Companies need to find a way to provide for the 'uninsurables'

From Mr Rocco Segreti Sir, I read with great interest that an underclass of uninsurable drivers is emerging in Britain...

sumers move, acquire new property, experience a major life cycle change or file a claim. This world may have evolved from the emergence of a collective social consciousness...

Labour's pledge to business

From the Shadow Trade Minister Sir, in his recent interview with Philip Bassett, Ian Lang confessed that he feels 'fury, just fury' when Labour maintains that it is now the party of business...

Help must be given to British Gas

From Mr D. W. Taylor Sir, although having a good 'whinge' about their troubles with British Gas may make your correspondents feel better, it will not solve them...

Bill confusion From Mr P. E. Wood Sir, like Mr Taylor (Business Letters, October 4), I too received a British Gas account after a delay of nine days. In my case, however, with no reason given, I have been credited with the full (net) amount of the previous bill which itself included a £2 plus VAT

ROBECO GROUP

RORENTO N.V. (investment company with a variable capital) EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS to be held on Thursday, 31st October, 1996 at the offices of Robeco Amilten N.V., Pinnerstraat 24, Willemstad, Curaçao, Netherlands Antilles, at 10.30 hours.

Cheshire Cat grin after export award

Rebecca Arrison, a clothing designer from Great Sutton, Cheshire, has won this year's Livewire Export Challenge...

Euro initiative

A government campaign to make UK firms aware of fast-growing business opportunities in Central Europe starts in January...

NatWest offer

NatWest Bank is offering two new concessions to start-up businesses. The bank has teamed up with Business Names Registration...

Good counsel

The Institute of Business Counselors is holding its national conference at the London Heathrow Park Hotel...

Holiday inspiration has flag-maker flying high

By VERONICA HEATH

GEOFF WALKER sold a successful chain of hairdressing salons and treated himself to a holiday in America...

"Those flags set me thinking," he says. "I thought our football fans might like them. I had time on my hands so I brought some samples home..."

Corporate Flags UK started manufacturing in small warehouses in the Tyne area in the early 1990s. Mr Walker opened an office in the village of Longhorsley in Northumberland...

The Northumberland Training Council made an £8,000 grant and Mr Walker put in £4,000. The business has also received grants from the Department of Trade and Industry...

Now plans are afoot to get everything under one roof in a new factory, with state-of-the-art printing equipment to achieve high-quality volume production...



Flag-wavers: Geoff Walker, left, with his sons Simon and Geoffrey who have joined the business

has six employees and two outworkers. It has a licence to sell flags to Premiership clubs and to supply Bentley and Jordan, the motor racing companies...

The Euro 96 football competition this summer brought a major contract and sales have been made to Wembley, Sky TV, the FA and the Volvo and Vauxhall touring car teams...

Italy and Spain are keen flagwavers but Mr Walker feels that there is a huge untapped market in other countries for flags and banners...

There is a huge untapped market in other countries for flags and banners and he is developing an Internet site. "We do flags, flag accessories, pennants, table flags, golf pin flags and bibs, banners, bunting and flagpoles," he says.

"We are now selling to Japan, Hong Kong, Australia, Scandinavia and Singapore. Flags are one of the world's oldest forms of identification used for immediate recognition and signalling. With their heraldic associations they have been used by all nations' standard-bearers from sporting occasions to declarations of war. They carry an authority distinguished from any other form of advertising."

When Northumberland County Council was created more than 100 years ago it chose a red and gold pattern for a county flag and Corporate Flags UK is now making these for sale to the public. The purchaser gets a leaflet describing the flag's history and protocol. The design is based on one of the oldest known flags in Britain, originally described by the Venerable Bede as the colours of St Oswald, the 7th-century King of Northumbria.

Corporate Flags is on 01670 788447.

Paperwork overload heaps pressure on bosses and suppliers

By BRIAN COLLETT

PAPERWORK and running a business take up so much of the small company owner's time that suppliers are suffering too.

"These owners are extremely busy and they don't have support teams," said Philip Lowery, event director of EPS Events, a west London exhibition and survey company. "We are all seeing reports about the number of hours these people work."

Small business bosses often cannot find the time to read all their mail, which could contain useful offers and information.

"Therefore, people selling to small and medium-sized businesses find it difficult," said Mr Lowery.

The finding follows an EPS survey of the plans, hopes and fears of businesses. Lack of time and slow paying emerged as their biggest worries.

Nearly half the businesses interviewed complained about slow payers but Mr Lowery believed that the popular solution of charging interest would drive away customers.

A welcome change was the intention by 42 per cent of the sample to increase training budgets. "That was very positive," said Mr Lowery. "I don't think people thought that was happening."

Even more of the sample - 62 per cent - planned new products and services in the next 12 months, which the researchers saw as signs of growth and entrepreneurship.

Surprisingly, 44 per cent said that they would be on the Internet within six months.

At the same time, EPS has found that manufacturers and distributors of information technology are beginning to realise the economic importance of small and medium-sized companies.

Smaller businesses are increasing workforces and expanding, while large companies are laying off staff. As a result, some IT companies are developing aggressive marketing to win orders from small customers.

These customers, however, still feel badly served generally by the information technology sector, says the report.

EPS is staging an IT exhibition at Wembley from April 3 to 10, geared to small business customers.

Inquiries: 0701 0709 901.

Missing out on cover for key people

FOUR out of ten small businesses do not have key person cover, the insurance that pays out when a key employee dies, or becomes incapacitated (Brian Collett writes). Yet a survey has found that nearly two thirds of the uninsured businesses admit that losing a key person could be disastrous. Furthermore, the businesses most worried about the problem were the least likely to carry the insurance.

Researchers for the survey, commissioned by Barclays Life, the bank's life and pensions arm, interviewed nearly 2,000 companies and said the figures suggested that up to 100,000 businesses could need the insurance.

The survey also found that lack of cover was more common in newer companies. The most vulnerable were people-based organisations, such as employment agencies, and those reliant on the skills of one individual - for example, the creative director of an advertising agency. Surprisingly, 40 per cent of uninsured businesses did not know the insurance existed.

Tony Owen, protection marketing manager at Barclays Life, said: "Often profits plummet when a key person dies, or is too ill to work."

Small firms want a bigger say on local issues

By RODNEY HOBSON

SMALL businesses feel that they do not have sufficient say in local issues, according to a survey by the British Chambers of Commerce. And the annoyance that small firms feel at being ignored by local authorities is increased by the high business rates they are forced to pay.

general of the BCC, says that consultation is needed, not only because business rates contribute a significant proportion of local authority revenue, but also because businesses are key members of the local community.

Dr Peters says: "It is essential that the business community has a voice and is listened to. Consultation with business should not just be when their financial resources

are sought - it should be on all issues that affect the environment in which they work."

A BOC survey sponsored by Alex Lawrie, the business finance provider, found that a high proportion of businesses would support earmarking a percentage of the rates they pay for projects that directly benefit the business community. Typical projects would include

highway maintenance, waste collection and crime prevention measures. The principle of earmarking cash for such projects is supported by nine out of ten Scottish companies.

Many businesses were unaware that the uniform business rate in England and Wales is controlled by the Government, and that the local authority is merely the collecting agency.

The need to be given a say at local level is the main reason why businesses decide to join their chamber of commerce, the survey found.

Half of the businesses sampled indicated that if the firm had any concerns over a local issue, it would first approach the chamber of commerce, rather than contact a local councillor or the constituency MP.

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THE TIMES UNIT TRUST INFORMATION SERVICE

Main table containing unit trust prices, organized by fund name, with columns for bid, ask, and percentage change.

Advertisement for 'The Ponte Vecchio' featuring a bridge image and text: 'is where you'll find all the traditional goldsmiths, silversmiths and antique dealers in Florence. Fly non-stop to Florence.' Includes contact information for Meridiana.

Handwritten notes and signatures at the bottom of the page, including 'محمد بن الامين' and other illegible text.



THEATRE 1

Hedda Beeby and Tish Francis celebrate a £4 million facelift for their Oxford Playhouse



THEATRE 2

From revised Restoration to uncompromising modern: Dublin's Festival had something for all

THE TIMES ARTS



THEATRE 3

A talented cast can do little to remedy the National's staging of Jonson's The Alchemist



THEATRE 4

... while in Derby the prolific John Godber offers unusually dark fare in Gym and Tonic

THEATRE: Curtain up on a lavishly reborn Playhouse; plus reviews from Dublin, London and Derby

Oxford does the honours

The Oxford Playhouse, less than 60 years old, is not one of those venerable old theatres worshipped by conservationists. Its distinction lies instead in the cast of luminaries who have trodden its stage...

Tomorrow it will reopen after a summer closure for a £4 million facelift. Seeing inside the new Playhouse a few weeks ago was intriguing, but gave few clues as to how it will look after refurbishment...

What was enlightening was the workmen's response to the two women showing me round, Hedda Beeby and Tish Francis, the joint theatre directors...

The Playhouse reopens with the world premiere of a new piece by the Stobhan Davies Dance Company, Affections — the kind of show many thought would topple the Francis-Beeby regime...

It is nearly seven years since Beeby and Francis were appointed to run the traditional home of the Oxford University Drama Society and the Oxford Stage Company...

gramming plans would soon close the place again.

The celebrity-studded inaugural gala for the by then safe theatre in April 1991 featured a play called Same Old Moon... and a bomb scare.

That kind of "luck" seems to have ridden with them. In August the creation of a fire escape revealed that rusting joists in the roof were crum-

'We've tried to appeal to new audiences'

bling the brick. The reopening could literally have brought the house down, but the management had prudently put aside a contingency fund which covered the £15,000 costs of repair.

"I think this is the best-run set-up I have ever been involved with," said Sir Claus Moser, the theatre's chairman...

The Playhouse had been the university's property, and although the four leases were given to the theatre five years ago...

"We've tried to appeal to new audiences and keep the old ones," Beeby said. The proof of the pudding is in the average 70 per cent box office.

the operating surpluses which have whittled the accumulated deficit down to a manageable £50,000...

There have been inevitable blips — a play called The Cemetery Club lost enough money for its name to be almost prophetic...

Included in the new season brochure are Opera Factory's Magic Flute, Griff Rhys Jones in Ben Travers's Plunder...

The new Playhouse will be bright, with comfortable seats, luxurious leg room, somewhere convivial to eat and drink...

SIMON TAIT



Under wraps: Hedda Beeby (left) and Tish Francis on stage at the Oxford Playhouse

Desire on the fringe

Luke Clancy rounds up the best of the Dublin Theatre Festival

Any production in this year's official Dublin Theatre Festival will have to battle hard to match the strange energies unleashed in the fringe show, Streetcar...

Director Annie Ryan described her production as a commedia dell'arte version of the play, but the manic influences of Jim Carrey's Mask and Jack Nicholson's grimacing Joker were equally apparent...

Closest so far to attaining the left-field power of Streetcar was Starving Artist's Road Movie (Peacock). With just a good lighting plot, a chair and a bangle, Mark Pinkosh unfurled a narrative journey across America...

including a sassy condom-dispensing diva who would give Streetcar's Stella a run for her money — to deliver a continent in 90 gleaming, sad and defiant minutes.

On the night a comet is due to plunge into Venus, Dermot's home is visited by his nemesis, golf-obsessed Paul (Stephen Brennan) and his wayward wife, Geraldine (Gemma Craven)...

Desperate Optimists' latest devised performance, Indul-

gence, was inspired by Freud and Breuer's groundbreaking psychoanalytical case study of Anna O. Using a mix of dance, trance music, smoke pots, audio effects, meandering jokes and psychoanalytical confession, the company turned the Arthouse into the scene for an occasionally fraught evening.

Unfortunately, much of Indulgence has the vaguely thwarted air of someone who has hesitated just a little too long. The company's style, artfully casual in its intricacy, leads an audience to expect, even to hope for, a direct confrontation...

The Abbey's festival offering was She Stoops to Folly, as "derived" by Tom Murphy from Goldsmith's The Vicar of Wakefield, and thoroughly en-



Mark Pinkosh in Road Movie

Fool's gold from debased metal

The Alchemist Olivier

WHEN Benedict Nightingale reviewed this production at its Birmingham premiere fit is a co-production mounted by the National Theatre and the Birmingham Rep...

Ben Jonson is not an easy dramatist to bring into life on the modern stage, and this play, which seems a straightforward piece at first glance...

The string of fools who arrive at Face's door while his master is away want to be rich or lucky in love, which in Jacobean days meant finding a rich woman...

The fractious opening scene gets the play off to a bad start, from which it seldom recovers. Simon Callow (Face) and Tim Pigott-Smith (Subtle, the alchemist) call each other endless rude names...

The play appears to be set in some post-apocalyptic future, presumably dystopic because William Dudley's set

gives us an armoured house capable of closing in upon itself and stuffing snugly inside a painted alchemical sign...

Uncertain futures give a licence to superstition, which is no doubt the thinking here, but the nature of the

requests and the rogues' preposterous language roots the escapades so firmly in the past that contemporary parallels become too far-fetched to be taken seriously.

Callow gulls his victims in English, Welsh and Scottish accents; Josie Lawrence (a raunchy Doll Common) adds Irish with her twittering Fairy Queen...

JEREMY KINGSTON

DONALD COOPER



Josie Lawrence, Simon Callow and Tim Pigott-Smith in The Alchemist

Dark Godber far more illuminating

Gym and Tonic/Powl Derby Playhouse

literature doesn't solve this hero's problems, suggesting that the superficial optimism so grating in Godber's past work could, just possibly, be giving ground to darker, more truthful perceptions.

He also introduces a character new in his work, an elderly widow, extremely rich, dithering between eccentricity and shrewd wisdom. Marcia Warren delivers her throwaway lines with an easy panache...

hydro helpers, never reached Row M.

Aidan Healy's Powl, directed in the Studio by Penny Ciniowicz for Paines Plough, tells of a once promising boxer trying for a comeback...

Healy's work is still raw, using the irritating mannerism of sentences interrupted after two words and creating a ghoulish woman manager (Helen Anderson) too hysterically sarcastic to be credible...

"USE ROLLER BLADES OR A HELICOPTER - JUST GET THERE!"



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Large advertisement for The Times Crosswords for Christmas. Includes special offer of £1 off any three books purchased, list of books with prices, and contact information for ordering.

هكذا من الأصل

THEATRE 4

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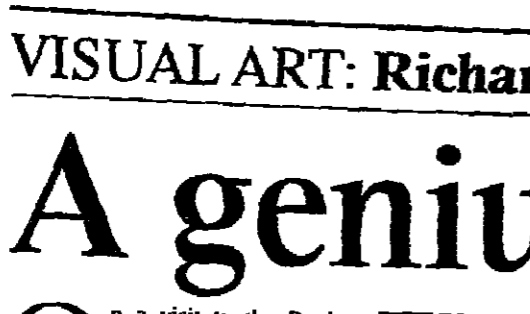
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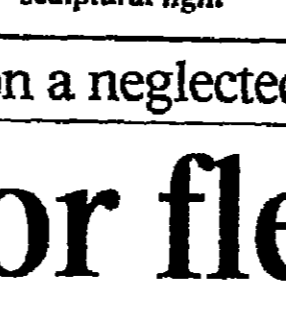
VISUAL ART 1

Beyond the fat ladies: the National Gallery focuses on Rubens's stunning landscapes



VISUAL ART 2

... while Jane Simpson's London show casts domestic objects in a new, sculptural light



THE TIMES ARTS



Herbert von Karajan gets the 'Building a Library' accolade for Parsifal



Tomorrow Ian Hart, the fast-rising actor from Liverpool, takes stock of his sudden fame

VISUAL ART: Richard Cork on a neglected side of Rubens; plus a Pop pioneer's prints and London shows

A genius for fleshing out landscapes

On a visit to the Prado some years ago I found myself in a grand room filled with dimpled Rubens nudes at their fleshiest. A Spanish guide entered, leading a posse of tourists, and announced: "Here, ladies and gentlemen, is the master of the chubby women." His audience sniggered, as he knew they would. And I soon realised, from their reactions to particular paintings, that the joke prevented them from seeing Rubens's work as anything more than a gross celebration of female bodies with a weight problem.



Milkmaids with Cattle in a Landscape ('The Farm at Laeken'): "Rubens integrated figures, animals and countryside in a boisterous hymn to the natural world"

A consummate draughtsman, Rubens always made a point of going outdoors and making preparatory studies, even of mundane weeds and undergrowth. His early Pond with Cows and Milkmaids is enlivened by a rapturous involvement with willows, tree-stumps and the reeds sprouting so thickly at the water's edge. Both women and animals seem incidental, confined to a corner and stiffly defined in comparison with the vigour of the vegetation around them. They could almost have been added by another artist, but within a couple of years Rubens proved himself triumphantly able to integrate figures, animals and countryside in a boisterous hymn to the abundance of the natural world.

women at the very centre of the foreground. Rubens delights in their comeliness, and lets a cornucopia of fruit spill out of the basket on one milkmaid's head. But a nearby wheelbarrow is heaped with an even more luxuriant harvest of vegetables, and their richness is at one with the fertility of the land all around. We can sense Rubens's growing confidence when, around 1620, he painted a lyrical panel of a shepherd with his flock and then, soon afterwards, incorporated much of its composition in a grander, more fluent and ambitious painting usually known as The Watering Place. The smaller of the two paintings is impressive enough, juxtaposing the calm of shepherd and animals with the intense drama generated by the sunset flaring on the other side. But The Watering Place is even more

so. Peasants, cows, horses and sheep are fused with their heavily foliated locale to a far more convincing extent. The touselled young man riding his mount into the river typifies the insouciance of Rubens himself, who orchestrates the tangled trees rearing from the rocks above with swaggering aplomb. He knows, by now, exactly how to alternate between areas of knotted complexity and places

where one or two trunks are allowed to stand, in near-silhouette, against a sky alive with an apprehension of nature's inherent dynamism. The countryside is never seen as a static arena; it seems to shift and grow as our eyes travel across the painting's agitated surface.

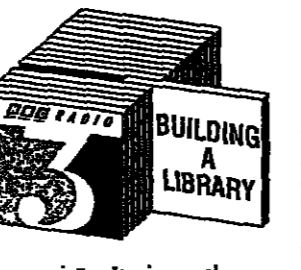
Nor did he content himself with animating the foreground, and leaving more distant stretches to settle into quiescence. It is no accident that he returned, time and again, to the subject of a wagon fording a stream. For Rubens likewise insisted on crossing over, in his imagination, from one part of the landscape to another in his agile determination to project himself into the depths of each perpetually receding scene.

During his last bout of landscape painting, in the mid-1630s, he entered into an even more supple, rapt and energetic engagement with the rural world. His purchase of Het Steen, a substantial residence set in an ample estate, ignited an even keener desire to consummate a love affair with countryside: he could now claim truly as his own. Some of the smallest panels he painted then, like the exalted oil study of willows set ablaze by the sinking sun beyond, are so direct and freely brushed that they could easily have been executed on the spot. The climax of his infatuation can be found in two prodigious panels painted, almost certainly as a pair, around 1636. One, the fiercely brushed Landscape with a Rainbow, cannot be lent by the Wallace Collection. The terms of the donor's bequest forbid it, and the full-size colour reproduction jarringly included in the show is no substitute. The companion panel, an autumnal panorama where the Het Steen estate is exuberantly surveyed with the aid of a luminous early morning sun, looks equally triumphant. Like the hunter stalking his prey behind a flowering blackberry bush in the foreground, Rubens pursues his subject with eagerness, cunning and absolute resolution. His unfettered brush leads our eyes out and away from the sheltered house and into the open plain, taking flight with the ease of a bird and winging far across the meadows towards a verdant, infinitely desirable horizon. The sensuality of Rubens's obsession with his favourite region is conveyed here at full strength. No wonder he always kept this heady, miraculous painting in his own possession: it is the most heartfelt of all his landscapes.

Rubens's Landscapes, sponsored by Esso UK, is at the National Gallery, Trafalgar Square, WC2 (0171-839 3321) from tomorrow until Jan 19

CLASSICAL CHOICE A guide to the best available classical music recordings, presented in conjunction with Radio 3

WAGNER'S PARSIFAL Reviewed by David Hockley WAGNER'S last opera, premiered in 1882, is often regarded as a Christian work, but it is more helpful to regard it as a study of the psychopathology of religion. Even more than that, Parsifal allegorises the conflict between emotional and sexual manipulation, represented by Klingsor and his unwilling accomplice Kundry, and the development of Parsifal's capacity for compassion. Because of Wagner's obnoxious racial views, which reached an alarming climax while he was at work on the score, it has become more fashionable than ever to debate how far he intended an anti-Semitic subtext. The importance of Parsifal cannot be over-estimated. Debussy called it "one of the loveliest monuments of sound ever raised to the serene glory



of music". It is such an elaborate monument, though, that no recording is perfect. Of the 11 versions currently available on CD, Georg Solti's version (Decca) is very respectable, but his orchestral tone, though impressive, tends to be a bit heavy-handed. Armin Jordan's recording (Erato) brings together an effective cast but fails to work from an orchestral point of view. Excellent though Daniel Barenboim's Parsifal (Teldec) generally is, he is let down by Matthias Holl's Gurnemanz.

Gunther von Karajan's Klingensor is a little colourless. Herbert von Karajan's Kundry, Dunja Vejzovic, does not have such a mature voice, though she does bring an appropriate other-worldly quality to the role. Karajan's Gurnemanz, however, is the unsurpassable Kurt Moll and there is an excellent Klingsor in Siegmund Nimsgern. Peter Hofmann's Parsifal is rather strained. Even so, his silvery tone is more appropriate than Jerusalem's for Barenboim. The orchestral style of Barenboim and Karajan is similar. Both adopt sensible speeds and coax sumptuous playing from the Berlin Philharmonic, but Karajan (Deutsche Grammophon, 413 347-2, £49.95) offers the more lyrical approach, creating the orchestral "cloud layers" which Debussy described as being illuminated as from behind.

To order the recommended recording, with free delivery, please send a cheque payable to The Times CD Mail to 250 Western Avenue, London W3 6XZ or freephone 0500 418419; e-mail: bid@mail.bogo.co.uk. Next Saturday on Radio 3 (Pam): Chopin's Waltzes

AROUND THE GALLERIES

PERHAPS Jane Simpson's sculptural work on all three floors at Laurent Delaye has been installed too sparsely. She casts domestic objects and small pieces of furniture in soft rubber, connecting them occasionally to working refrigeration units. A nest of occasional tables is held up on the floor in an entanglement of wobbly crossed legs at one end of a space, while a real table slowly frosts up to hide the identity of a hastily abandoned set of keys and metal cup beneath a crusty accumulation of frost at the other. Jane Simpson's Material Girl, Laurent Delaye Gallery, 22 Barrett Street, St Christopher's Place, London W1 (0171-629 5905) until Oct 26

A THICK layer of sand on the floor slows progress across the space. The sand mounded high in the middle by Luigi Celati has an off-cut of cheap red carpet laid on top. Andreas Rüdth's small and delicate still-life paintings on board carry their own spatial autonomy. David Medalla is represented by a large laserprint photograph of a ship in a bottle. Sophie Rickett's set of elegant black and white photographs of a road junction and Marco Bettini's picture of Pinocchio's family also contribute well to a deliberately unthematic show. Saacato, The Media Centre, 131-151 Great Titchfield Street, London W1 (0171-738 6662) until Oct 20

SMALL television monitors showing angled shots of small-scale models convey a disturbing sense of place. A bathroom, a staircase, two long and tacky hotel corridors, have each been made up by Gary Perkins with a combination of artistic licence and model-maker's ingenuity. Perkins hints at the back-to-front relationship between invented reality and real object by showing the object of surveillance and resulting image side by side. Gary Perkins, Victoria Miro Gallery, 21 Cork Street, London W1 (0171-734 5082) until Oct 18

Dots and a dash of sculpture

Twenty-eight years ago pioneer Pop artist Gerald Laing created a series of silk-screen prints of his most avant-garde pictures, starlets, skydivers, dragsters, and Brigitte Bardot, all painted in dots. Now these forgotten prints have emerged at Whitford Fine Art, rekindling Laing's reputation as a rival to Roy Lichtenstein. Laing's work in the early Sixties, along with Lichtenstein's, stemmed from commercial images in which life was like a beach-party movie. Both chose to work on a gigantic scale and to use dots. However, Laing's approach was romantic in seeking out heroic icons. Disappointed by reality, he glorified images of perceived perfection. The printing process of the billboard posters, magazines



BB (1968) by Gerald Laing and newspapers where such icons were found captured the imagination of both artists. Laing says he was fascinated by the way a medley of dots on a massive canvas could at a distance turn into a recognisable form. A head and shoulders of Bardot superimposed with an annular disc was Laing's earliest major work, based on a Young Contemporaries exhibition advertisement. He moved to New York, where Life magazine became one of his main sources of inspiration. Laing's Skydivers originated in a photograph of a red and white striped parachute collapsing. His Dragsters were initially based on a snapshot of champion driver Don "Big Daddy" Garlits. In 1968 Laing hand-printed the current series, but many were put into store after his dealer switched to selling Old Masters. Disenchanted with New York, Laing quit America and immersed himself in rebuilding a ruined castle at Kinkell in Scotland. By the early Seventies he was concentrating on abstract, landscape-related sculpture. Then one summer dawn, after a party, he found himself

sitting beneath the Royal Artillery Memorial at Hyde Park Corner sculpted by Charles Sergeant Jagger. The heroism of the sculpture, he recalls, overwhelmed him. Laing enthusiastically began to turn towards a more representational style and now has his own bronze foundry in the grounds of his castle, where he has created a number of vivacious realistic and often oversized sculptures. The last two of his four rugby players commissioned for the four piers of the Rowland Hill Gate at Twickenham are to be installed in November. They are outstandingly powerful. His new work has all the drama of his "dot" paintings and more.

ALISON BECKETT Gerald Laing: Starlets, Skydivers & Dragsters is at Whitford Fine Art, 6 Duke Street, St James's, London SW1 (0171-930 8332) until October 18

LIVING BRIDGES The exhibition has Superb models of bridges, real and fantastic. A stunning exhibition. Sunday Times. Living Bridges also includes the Thames Water Habitable Bridge Competition. Seven architects exhibit their designs for a new disabled Thames crossing. Vote and mark your favourite in the future of London. Living Bridges is supported by the Corporation of London and the Générale des Exits Group in association with The Independent. The exhibition is held with the Centre Georges Pompidou, (MNAM-CCD). Living Bridges closes the Thames Water Habitable Bridge Competition.

DUNCAN C WELDON CHICHESTER THEATRE FROM 22 OCTOBER MAGGIE SMITH 'GLORIOUSLY FUNNY' MARGARET TYZACK 'A WONDERFUL PERFORMANCE' 'BRILLIANT BEYOND BELIEF' 'GENUINELY MOVING' 'WONDERFULLY TOUCHING AND FUNNY' TALKING HEADS 'A MASTERPIECE OF ACTING AND WRITING' ALAN BENNETT COMEDY THEATRE BOX OFFICE 0171 369 1731



CHOICE 1 Music by John Cage launches a season of American pieces



CHOICE 2 Yasmina Reza's cult hit play Art receives its UK premiere



CHOICE 3 ... while Ben Elton's Hollywood satire, Popcorn, comes to Leeds



OPERA Glyndebourne's Figaro goes on the road with a variable cast of young singers

LONDON

ALTERED STATES: Two weeks of theatre from the Baltic nations...

TODAY'S CHOICE

A daily guide to arts and entertainment compiled by Mark Hargre

THE LESS IN A LEAST: An extraordinary play by Yasmina Reza...

NOTTINGHAM

THE SHOBONS: The Shobons Jazz and Dance Company arrives here with its award-winning work...

EDINBURGH

SECOND STOP ON ITS TOUR OF THE UK: For the Romanian National Opera...

LONDON GALLERIES

BRITISH MUSEUM: Mysteries of Ancient China (1711-636)

THEATRE GUIDE

JEREMY KINGSTON'S assessment of the shows in London

CINEMA GUIDE

Geoff Brown's assessment of films in London and where to see them

WHEN WE ARE MARRIED

When we are married Dawn French, Alison Steadman and Leo McKern head the splendid cast of Julie Kelly's production...

OPERA: Sopranos take a back seat at Glyndebourne; farcical stagings come from Romania

Marriage in name only

Usually the sopranos seize the honours in Figaro. Manipulative Susanna and the loveless Countess are the ladies likely to catch ear and eye...



In hiding: Claron McFadden's timid Susanna is "but a sketch" in Glyndebourne's Figaro

THERE are two baffling statements in the programme for Romanian National Opera's British tour to Bristol, Edinburgh, London and Canterbury...

performances by William Dazeley as the Count and Umberto Ciunmo in the title role see to that.

Dazeley's Count also carries darkness in his voice. He makes good use of his raptorial body to play an 18th-century seducer from the pages of Richardson as well as Beaumarchais.

The Countess after a number of mezzo parts. She gave Porgi amor greater confidence - and volume - than many a more experienced performer.

production points in Stephen Medcalf's otherwise stolid revival of his own stolid staging.

private or public money should be spent on a fossilised form of theatre whose standards and skills are considerably lower than almost any opera being produced on a student budget in Britain is more baffling still.

JOHN HIGGINS

Playing favourites

INSTINCTIVE musician though he is, Simon Rattle is also an exceptionally thoughtful musical director.

composer turns to his folk-woven hair shirt in the last of three movements. The work might be memorable more for its sound than its content but the textures are as exquisitely blended as on this occasion in Symphony Hall.

Even so, however elaborate one's speculations on the thought processes leading from Ravel's Tombeau de Couperin to Szymanowski's Fourth Symphony, Stravinsky's Four Norwegian Moods and Borodin's Second Symphony, they break down somewhere - probably at the first jump.

Also including Leif Ove Andsnes, a musician who has much in common with him and who presumably does not often find a conductor prepared to collaborate in displaying the fascinatingly hybrid qualities of Szymanowski's Fourth Symphony.

CONCERT CBSO/Rattle Birmingham

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LAW

● PENSIONS ACT 41
● NORTHERN LIGHTS 43

Edward Fennell opens the debate on law lords for *The Times* Law Awards 1996 with One Essex Court

When judges push out the boundaries

The law lords sit as Britain's highest court in the land. An elite band of 12 judges who wear suits, not wings and gowns, they sit five at a time in an unassuming room in the House of Lords. They are the final court of appeal and their judgments determine the law. But are they increasingly trading in new territory? Do they, more often, create new law — and increasingly in contentious areas of social policy? In short, are the Lords of Appeal in Ordinary, to give them their full title, assuming a more proactive role as lawmakers — more akin to the judges in the American Supreme Court?

actually meant when passing legislation. Gaps in the law have, admittedly, been plugged via House of Lords rulings — but only in line with the intention of a particular Act. Far from reaching for power, the law lords have been assiduous in striving to give effect to what Parliament intended. The debate raises fundamental constitutional issues — and in particular, the balance of power between the executive, legislature and the judiciary. Appropriately, the Lord Chancellor, Lord Mackay of Clashfern, who holds a unique position as a member of both executive and judiciary, will head the team of judges of this year's *Times* Law Awards.

also in the team is Lord Woolf, Master of the Rolls and one of the country's most senior legal figures. Lord Mackay sits as a law lord — and Lord Woolf has recently resigned as a law lord to head the Court of Appeal civil division. They are joined by Anthony Gribbin, QC, Head of One Essex Court, sponsors of the award for the second year; Jeffrey Gruder, a leading member of chambers; and Peter Stothard, the Editor of *The Times*. There is no shortage of source material to fuel the argument. One of the most illuminating indications of how the law lords see themselves was provided in May of this year when Lord Goff of Chieveley, now the senior law lord, remarked in the case *Westdeutsche Landesbank Girozentrale v Council of the London Borough of Islington*: "It is the great advantage of a Supreme Court that not only does it have the great benefit of assistance from the judgments of the courts below but also has a greater freedom to mould, and remould the authorities to ensure that practical justice is done within the framework of principle. The present case provides an excellent example of a case in which this House should take full advantage of that freedom."



Are the law lords, such as Lord Templeman, left, and the former law lord, Lord Woolf assuming a more proactive role as lawmakers?

The topic gives entrants the chance to examine the role and ambitions of the law lords and give a personal interpretation of some of the most controversial cases decided by the law lords this decade. Some observers of the legal scene claim that there is an increasing presumption among the highest court of the land, that rather than providing simply a definitive interpretation of the law, it has pushed the boundaries of judicial creativity. Through the exploitation of grey areas of statute, the law lords are effectively originating law in line with their own personal views — even, some may argue, with their own private agenda. Supreme but un-elected, they are in effect taking the law into their own hands. Defenders of the law lords reject such claims as the delusions of conspiracy theorists. The senior judges, rather than pursuing their own motives, have been diligent, say their supporters, in their efforts to interpret what Parliament has

beyond Parliament. The European Convention on Human Rights has shaped a number of decisions, often to the displeasure of the Government. On other occasions, the law lords have taken account of cases in the United States as a way of constructing the "framework of principle". Adding fuel to the fire is the current political make-up of the law lords, which is possibly more liberal than ever before. But as they make decisions that break new ground, the law lords find themselves dubbed radicals or conservatives. Some, too, detect a rise in the number of split rather than unanimous decisions, lending support to the view that the law lords are

being influenced by personal values or policy considerations. In 1993, in the widely reported ruling, *Regina v Brown*, over a group of sadomasochists and whether they could consent to violence as part of their sexual activity, Lord Templeman refused to countenance a defence of consent. The case has gone to the European Court of Human Rights. Europe, and its influence, raises a further dimension: what role will the law lords have if Labour comes to power and incorporates the European Convention on Human Rights into United Kingdom law as it has pledged to do? The majority of senior judges are in favour of incorporation. But Lord Mackay has come out strongly against, warning that it would lead to the politicisation of the judiciary — with senior judges' political and other credentials up for public scrutiny, as happens with appointments to the US Supreme Court. If this came about, public confidence in the independence and impartiality of the judiciary could be at risk.

between competing interests which in a democratic society must be solved by the legislature... the function of the court is to review the acts of the legislature but not to substitute its own policies or values. One feature of some controversial cases where the law lords are accused of lawmaking is that their decisions have drawn on sources

of the law lords, which is possibly more liberal than ever before. But as they make decisions that break new ground, the law lords find themselves dubbed radicals or conservatives. Some, too, detect a rise in the number of split rather than unanimous decisions, lending support to the view that the law lords are

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The law lords in the 90s: a new Supreme Court?

ENTRIES of no more than 1,000 words on the above must be received by Friday December 6. The results will be announced in February 1997. Please send entries to *The Times* Law Awards, c/o One Essex Court, Temple, London, EC3Y 9AR. The prizes are 1st £3,000; 2nd £2,000; 3rd £1,000 plus three runners-up prizes of £250 each.

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5. All entries will be acknowledged but not returned. The organisers of the competition accept no responsibility for the safe keeping of articles and entrants are advised to keep a copy. 6. Entries must be no more than 1,000 words, clearly written, or typed with double spacing. 7. The decision of the judges will be final.

For further details, telephone 0171-583 2000

Two cases of morale

THE market research firm MORI is embroiled in a dispute with Barbara Mills, QC, the Director of Public Prosecutions, over what it sees as an attempt to undermine its poll on morale in the Crown Prosecution Service. Bob Worcester, director of MORI, complained to Sir Robin Butler, head of the Civil Service, after the DPP declined to take part in the MORI poll but then launched her own. Mr Worcester was unwilling to comment yesterday on the exchange of letters with Mrs Mills. But he is known to be unhappy. The MORI poll was commissioned by the First Division Association, the union for senior civil servants. A CPS spokesman said it conducted its own poll to obtain a comprehensive picture. "We felt the MORI survey would be unrepresentative. But the Director has undertaken to consider the MORI findings in relation to our development of human resources strategy."

The CPS survey has not been generally published. It found that more than half the 6,571 staff were dissatisfied with the image of the CPS and its ability to provide the public with a high quality service. Of the 2,200 prosecutors, 70 per cent were not happy with the channels of communication. But staff did cite some positive aspects, including job security, variety and the chance for responsibility.

Bash at the bar
BARRISTERS at Fountain Court, headed by Peter Scott QC, are holding a bash at the

INNS AND OUTS

Wallace Collection on Friday to celebrate what they consider a record number of judicial appointments out of one set of chambers. They include Lord Bingham, Lord Chief Justice; Lord Justices Brooke and Potter; Tom Morrison QC who is President of the Employment Appeals Tribunal; Gordon Langley QC and Timothy Walker QC — both recently made High Court judges and Charles Gibson QC who has been made a circuit judge.

Reforming aid
THE chief executive of the Legal Aid Board, Steve Orchard, has launched a furious attack against the Legal Action Group over its critical analyses of Government's plans to reform legal aid. In a letter to the group's journal, he describes an article which argued the reforms would be unlikely to increase access to justice variously as "unreasonable," "ill-informed," "largely speculative," and "wholly inaccurate". He says: "No mention was made of the Government's stated intention to proceed carefully with each step being fully informed by pilots. The letter goes on to reveal just how stunned the board has been by recent judicial criticism of its decisions."

Willing charity
CLIENTS are more likely to leave money to charity if solicitors broach the subject, according to a survey of 1,500 law firms sponsored by the charity Jewish Care and Smeeth & Ford, who work for more than 800 charities. Legacies make up one third of the voluntary income raised for UK charities, with many relying on legacies for more than 60 per cent of their voluntary income. Daryl Green, Jewish Care's legacy executive, said: "We hope solicitors will take a more proactive role."

Posts deserted
TWO City lawyers are deserting their posts to join two providers to the City law firm's throne. Graeme Brister, who in 1985 was one of the youngest lawyers to become a partner at Linklaters & Paines, is joining the Leeds/Birmingham combine Pinsent Curtis to run its London office. Peter Richards-Carpenter is leaving as head of Baker & McKenzie's financial services to join Garret & Co.

Boat for sale

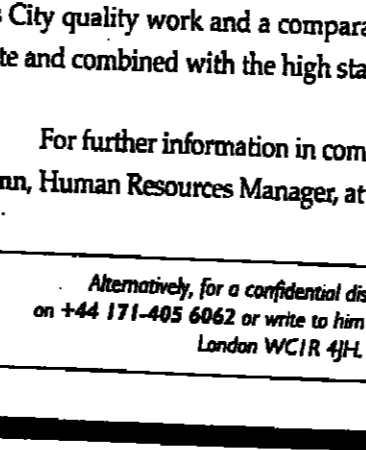
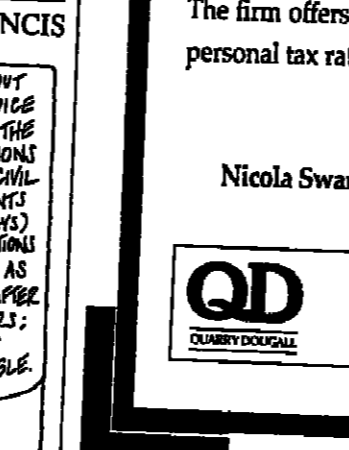
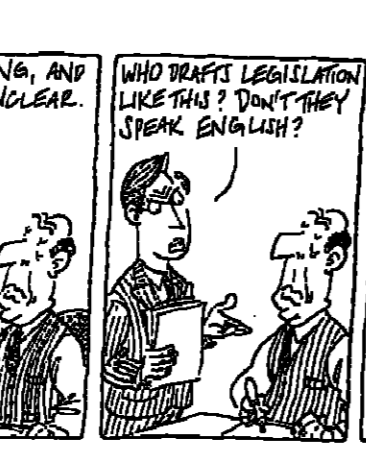
BARRISTERS are being tempted with the enticing and novel offer of setting up their chambers on a narrow boat. The 36ft steel hulled boat is being advertised for sale in the Gray's Inn Library noticeboard and may be attractive to barristers being squeezed by high rents within the Inn. The boat, which has a "good engine", a telephone and electricity is moored on the Grand Union Canal, Islington, "within a short walk of Gray's Inn". A snip at £18,000.

Smooth talking
THE Law Society has reassured solicitors that they need not lose sleep over the Neil Hamilton cash for questions affair. Writing in the Law Society's Gazette, the society's parliamentary lobbyist, Chris Phillipsborn, says there is no need for individual solicitors, specialist lawyers' groups and the large city firms to pay MPs to get their message across in Parliament. "There are some 650 MPs," he writes. "One can always be found to support a cause. All it requires is research and persuasion."

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Changing Direction
As the workload of law-firms increases, many firms are becoming almost desperate in their need for staff. This in turn makes it easier for lawyers to switch from one area of specialisation to another.
The change was brought home to us last week when we placed a two-year qualified conveyancing solicitor with the banking department of a large City firm. This was remarkable because the solicitor had no experience at all in banking. Six months ago this would have been unlikely, a year ago, inconceivable. But the candidate was lively, intelligent, quick on the uptake, and attractive in every way except for his lack of experience. The firm was willing to turn him into a banking lawyer.
Staff shortages throughout the profession are making such career changes increasingly feasible. We have seen candidates move from general commercial litigation into specialist areas of litigation such as employment, PI, and shipping. Candidates from industry with general commercial experience are being welcomed in such areas as construction and employment law. Banking and corporate work are other 'desperate' areas, as are PFI and international projects work.
Choosing a specialisation has always been a serious problem for newly qualified lawyers. During the recession they had to make choices, and were stuck with what they were given. Now at last they have a chance to move into a more attractive area of work. Given the present job-market they may not have to take a cut in salary to do so.
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For further details contact the Institute of Art and Law at 47 Francis Street, Leicester, LE2 2BE; tel: 0116 244 8871.

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BUSINESS TRAVEL

TUESDAY OCTOBER 15 1996

Rushing from A to B in real comfort

Sir Michael Bishop, the shrewd and well-respected chairman of British Midland, is convinced that Europe's business travellers have had enough of watching the pennies, sticking rigidly to ever tighter budgets and being forced to rub shoulders - literally - with leisure air passengers.

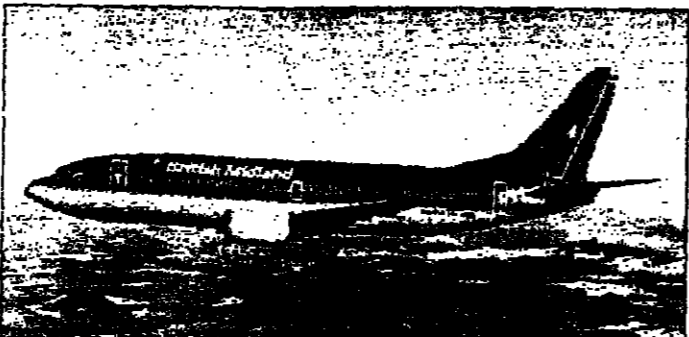
His instincts are backed by a new survey from *Visa International* which indicates that Britain's business travellers are beginning to rebel against the pressures and stresses of the cut-throat climate of the 1980s. They now want to put their travel time to more effective use - and that means taking more time on board for relaxation.

Despite the apparent unstoppable rise of the "no frills" airlines and the continuing demand for ever lower air fares, Sir Michael is prepared to spend heavily in giving pride of status back to the domestic as well as the European business traveller.

He does not believe that budget airlines will find it easy to succeed in Europe and he is convinced that the long-term profitability of British Midland is more likely to be assured by business travellers prepared to pay £230 for a full unrestricted return fare between London and Glasgow than by leisure travellers paying £58 for a heavily restricted Apex return.

Sir Michael is to introduce better meals and novel "concertina" seats which stretch to accommodate a business traveller and then shrink back to the shoulder-rubbing closeness of economy class travel. Business class lounges are to be

Harvey Elliott on the business of travel throughout Europe and what clients can expect for their money



British Midland is giving status back to the business executive

built at key airports with new machines to enable passengers with hand luggage to "swipe" their credit card for instant boarding passes. The same standards of service will be given throughout both domestic and intra-European business class.

Domestic air services are now one class. But there are up to eight separate fares depending on when the ticket was booked and on the number of restrictions attached to it. Yet regular business travellers are irritated when they sit beside someone who may have paid half as much as they did and yet who get the same standard and quality of service. There is no incentive to pay more with only one class, British Midland says.

The problem is that this means

that business fares will remain high - a phenomenon which is already concerning Neil Kinnoch, the European transport commissioner. He claims that on many EC routes, fares are often "significantly higher than crisis". He is threatening to launch an inquiry into excessive pricing on fully flexible business class tickets.

But business travellers - even on such short routes as Heathrow to Glasgow or from Heathrow to Paris - expect to be treated rather well. As the economy improves and the bells can be loosened just that little bit, they seem prepared to pay for it too.

On average, European business travellers spend a third of their working life - 52 hours a month - travelling for business. One in four

complain of the rules imposed by their head offices which means them flying at unsociable hours, using designated airlines, staying in inconveniently sited hotels and being forced to use economy class travel, says the *Visa* survey.

Business travel is on the increase both in short and long-haul routes. It is the business traveller who has triggered the enormous structural changes in the industry, epitomised by the planned alliance between British Airways and American Airlines.

Both have realised that business travel crosses all national boundaries and that the businessman with a company in Barcelona who has to fly to America has to go through a major "hub" airport to catch a long distance flight. That change can be made at Madrid, Paris, Frankfurt or London and the overriding criterion which will decide which he chooses is the ease of booking and the number of transatlantic flights available.

Lufthansa, KLM, SAS and others have already made arrangements with American Airlines which are designed to attract these vital "feeder" passengers.

But it is a trend which does not please Richard Branson, whose Virgin Atlantic has achieved an enviable reputation for service and quality among business passengers. Over the past ten years his airline has taken a 5 per cent share of the entire market between Europe and America and is rapidly expanding its operations on other long haul business routes.

But with no natural "feed" of passengers from smaller cities to



Europe's business people expect excellent service, and are prepared to pay more for it

help to fill the 400 or so seats on its jumbo jets, the airline is bound to be squeezed by those who do.

American and BA claim that if the alliance goes ahead and Heathrow is thrown open, competition is

bound to lead to a lowering of fares and further improvement in the quality of service. Virgin predicts that BAA will eventually have a monopoly and that business fares especially will then soar.

For millions of European business travellers - even more so than the airlines involved - the decisions taken by regulatory bodies and governments within the next few weeks could be vital.

Eurostar finally gets up to speed

Steve Keenan on a company that now has the powerful marketing of Virgin behind it

The Virgin takeover of Eurostar marketing this autumn gave business travel through the Channel Tunnel its biggest flip to date. The company brought its airline expertise to bear on the rail service to Paris and Brussels and this was reflected immediately in pricing, advertising and marketing.

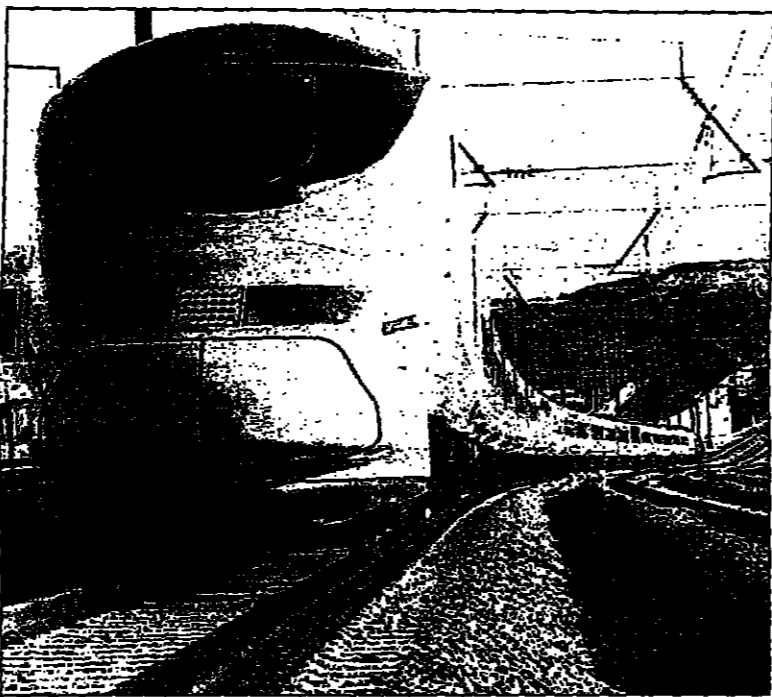
Virgin inherited a service that has already largely overcome the technical problems which plagued Eurostar in its first two years. It also inherited an expanding departure schedule - 14 daily services to Paris and eight to Brussels - which now matches those of airlines and fulfils a key business travel criterion of frequency.

But its growth - from 3.9 million to 6.4 million passengers in the year to August 1996, an increase of 64 per cent - has largely been in the leisure market, which has low profit margins. Virgin is looking to chase the floating business traveller with a series of enhancements and service initiatives, and a new pricing structure also introduced on October 1.

Virgin has copied its airline structure in having four classes of travel and introducing a new top-tier level, Premium First. The old First is now Business First, followed by Economy Plus and Standard.

The addition of Premium First means that Eurostar has bumped up ticket prices to £352 return from £265, the Business First fare. For the extra £87, travellers receive free car parking at Ashford and, to follow, a free taxi or chauffeured motorbike.

But they also have the option of flying out or back by British Midland on a fully interchangeable ticket, a big bonus for business travellers who often change plans at the last minute. For both Premium and Business



Eurostar has met key business travel agents to discuss improvements

First passengers, innovations this month include cutting check-in times to ten minutes, express check-in aisles and business lounges. A free standard return ticket comes with both classes and a frequent traveller points scheme will follow.

Eurostar has also got to grips with allowing ticket changes to be made over the telephone, rather than having to issue new tickets and forcing travellers to apply for refunds. Meanwhile, ticket dispensers have been installed in business travel agencies and are linked to computer reservation systems (crs), allowing immediate ticketing.

Such measures are specifically aimed at driving up profits from the business travel market while addressing weaknesses in the product. A Eurostar team recently met key business travel agents to discuss other areas where improvements could be made. The innovations go some way to

addressing grievances between the two camps, particularly on the collection of tickets at Waterloo where long queues at busy times have meant waiting up to 30 minutes. One in five business travellers collect Eurostar tickets on departure.

Mike Platt, director of commercial affairs at Hogg Robinson, says: "We would like to see a much smoother or automated way of picking up tickets. It is a source of irritation which Eurostar has vowed to put right."

The complaint was echoed by Brian Cronk, the commercial director of Carlson Wagonlit. "It isn't improving - there are good days and bad days and it is sometimes chaos at Waterloo," he says. "It needs a dedicated area for people travelling First Class." He said Eurostar's reservation system was also incapable of booking seats next to each other and suggested that the service should provide a quiet working carriage.

Business travel agents are also asking whether the new top fare of

£352 can be justified. Mr Platt says: "Each train has 800 seats to fill, so it could be argued the price shouldn't be so high."

But there are early signs that a Eurostar price war is on the cards. Virgin is one of six companies in the London & Continental consortium which took over Eurostar's UK franchise and will build the new rail link from London to the tunnel.

However, the Eurostar service is also one-third owned by SNCF French Railways and Belgian Railways. SNCF is approaching firms that speed heavily with offers of a corporate discount. Eurostar UK has responded in kind, while offering a joint discount agreement for both Eurostar and Virgin Atlantic.

Competition between SNCF and Eurostar UK towards offering cheaper fares or bigger corporate discounts is almost inevitable. There is no doubt of Eurostar's appeal to business travellers as the service has already taken more than half the air market to Paris and Brussels.

Passenger numbers flying between Heathrow and Paris CDG fell by 30 per cent last year from a peak of 3.3 million in 1993. On October 28, Air France follows Air UK and British Midland in ending flights to Paris Orly airport, instead of building services to Paris CDG to profit from travellers connecting with its long-haul network.

Carlson Wagonlit saw its air revenue to Paris fall by 30 per cent last year, while Eurostar revenues rose by 60 per cent.

The company also saw a 24 per cent increase in Eurostar passengers changing trains at Lille or Paris for other cities in France.

While the appeal of Eurostar has largely been restricted to date to users in central London or Kent, the planned expansion of Eurostar services from cities throughout the UK will also heighten its profile. Daytime services from Manchester and Birmingham start in March, and from Glasgow in June, calling at other UK stations en route. Overnight trains to Paris are due to follow.

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Top hotels cash in on executive five-star fever

Business hotels are commanding higher rates as demand from executive travellers reaches its highest point since the late 1980s. A survey from the consultants Arthur Andersen shows that the average rate for a London luxury hotel is, for the first time, more than £200 a night, and that such top London hotels as the Berkeley, Claridge's, Grosvenor House, Langmark and Savoy are nearly all during the crucial midweek period.

"If you turn up during the week and expect a room on the spot, then you will probably be unlucky," said Tim Steel from Arthur Andersen.

The highest average room rate among 20 hotels surveyed was £282, although Andersen declines to name rates at individual hotels because of the survey's confidentiality.

For the first time, North Americans are the biggest single source of guests for London luxury hotels, accounting for just over 36 per cent, with continental Europeans, at 20.4 per cent, just ahead of British-based guests.

London is not alone in experiencing higher rates, according to business travel agency Hogg Robinson. "The general increase in hotel rates worldwide reflects both a growing general demand for hotel accommodation and a renewed interest in more expensive rooms," said Carolyn Moore, Hogg Robinson's divisional manager for hotels.

"There is evidence that some travellers who had to downgrade from four and five star hotels during the recession are now becoming confident enough to return to them.

"The more common trend, which is leading to higher average room rates, is to upgrade to more expensive rooms in the same hotels. Companies tend to be booking 'executive' rooms instead of the

Business travellers want to feel good, and now they're happy to pay for the privilege, says David Churchill

and others, the newest area of concern is hotel laundry services and costs.

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Andrew Solun, an ITM member and travel manager for Innarsat, the satellite communications company, said: "What is the use of having a laundry service from 9am until 7pm, when travellers turn up at 10pm and are away for a meeting or to catch a flight at 7 o'clock the next morning?"

According to the *Business Traveller* survey, European hotels have some of the highest laundry and dry cleaning charges in the world, with London coming out top of the 22 cities surveyed.

Hoteliers prefer to focus on their efforts to win business travellers through other facilities, especially in-room technology. Following on from developments in the US, the leading hotel chains such as Inter-Continent, Marriott and Hyatt all believe the trend in business travel is for executives to want an office in their hotel rooms.

Most of the main business chains offer dual telephone lines, voice mail, modem links and computer access points, along with large desks, ergonomically designed chairs and better lighting.

Some hotels also have personal computers available, with the newly-opened Lindner Congress Hotel in Frankfurt claiming to be the first in Europe to offer a PC terminal in all its 315 rooms. Rooms have a modem, fax machine and multi-function ISDN phones with voice mail.

Claiming to be Europe's most technologically advanced hotel, it also has in-room television which offers 35 cable and satellite channels, 30 in-house video channels and eight Nintendo computer games installed.

Even small hotels are embracing new technology: the Chesterfield in Mayfair, central London, claims to be the first hotel in Europe to introduce an Internet service in all its 110 rooms. The system uses in-room televisions to provide a specially compiled Internet software package. Guests use a handheld keyboard similar to a television remote control to access electronic editions of thousands of newspapers and magazines from all over the world. The system is tailor-made to the Chesterfield's guest profile — mainly overseas business people — and also offers Internet web sites on business, finance, sport, weather and London entertainment news.

"We thought it would be useful for guests to come in, switch on their television and be able to read their hometown newspaper on the screen," said Peter Wood, general manager.

In Western Europe, Italy experienced the biggest jump in average room rates — up 11 per cent — while Belgium, The Netherlands and Germany saw their rates decline. "German cities such as Cologne and Berlin have softened their rates and are offering discounts even during their peak 'trade fair' periods," said Moore.

Although business travellers appear more willing to pay higher room rates, there is still concern over extra charges imposed by hotels. The Institute of Travel Management, which represents corporate travel buyers, last week met with representatives of the leading hotel chains to voice that concern. The managers argued that extra room charges could add at least 20 per cent to room prices.

While many executives avoid the excessive surcharges imposed by hotels on telephone calls by using a mobile phone or special calling card such as offered by BT, AT&T

and others, the newest area of concern is hotel laundry services and costs.

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Duty-free shopping at Heathrow, which took £347 million last year from retail outlets. Britons are the biggest shoppers in Europe

EU presses on with tax law

The countdown is well under way to the abolition of duty-free shopping in the UK, ending the seemingly innocuous pleasure of buying a cheap bottle of whisky or case of wine.

The failure of Eurotunnel earlier this year to bring forward the scrapping of duty-free means shoppers have until June 30, 1999, to enjoy it.

The European Union insists that duty-free is incompatible with single-market laws. But the lobby points out that duty-free is a £12 billion worldwide industry — of which Europe accounts for half — and says duty-free creates jobs, reduces airline prices and that its demise is unnecessary.

"The loss of duty-free income will have a serious impact on our revenue. Airport traffic charges could rise by up to 25 per cent and fares by 10 per cent," says Birmingham airport retail manager Steve Hodgetts.

But while lobbying to retain the system continues, the airports and the ferry companies are working on the basis that the privilege will go. It will be as hard on the retailers as the customers, the seven BAA airports in particular having become increasingly dependent on shopping income since the capping of airport charges by the Government.

Heathrow, helped by the weakness of sterling, earned £347

Steve Keenan reports on what the loss of duty-free shopping will mean

million from retail in the year to March 31, 1996, compared with £258 million from airport charges and £133 million from its property division.

The airport took two-thirds of the £550 million earned by all seven BAA airports. Gatwick taking £138 million and Southampton, Stansted, Glasgow, Edinburgh and Aberdeen sharing the rest.

The story is repeated elsewhere. Newcastle airport saw retail income up 19 per cent last year, helped by new outlets in a £5.7 million extended terminal complex. This month Birmingham extended its shopping area by 170 sq metres to include swimwear, Timberland, Guinness and photographic products.

"Duty-free revenue is a very important stream of income and a vital element in assisting us to finance the future development of Birmingham International Airport," says managing director Brian Summers.

Duty-free sales also represent vital income for the ferry operators. Eurotunnel has more than trebled its shopping area at Folkestone to 24 tills, taking close to £1 million a week. The British are the

biggest shoppers in Europe. Two in five will buy duty-free goods, easily outstripping the 25 per cent of Germans who stop to shop.

The rapid development and diversification of goods at Heathrow was reflected in this month's *Business Traveller*, in which the airport leapt from fourth to top slot in a 1996 poll on the best duty-free airport. It pushed Amsterdam into second slot, followed by Singapore Changi, Dubai and Gatwick. The airport rated worst is New York JFK, followed by Los Angeles, Bangkok, Bombay and Hong Kong.

But although the airports and ferries are cashing in while they can, they are not sitting back and waiting for the 1999 deadline. With the EU fixed in its attitude, the shift towards tax-free shopping is inexorable. Once past passport control, the ferries, airlines and airports can sell VAT-free goods, often with further discounts off High Street prices. And it is tax-free that is growing. There is a Beauty Centre and Selfridges at Heathrow; Austin Reed and Next stores at Gatwick; a Virgin megastore at Paris Charles de Gaulle and at Amsterdam Schiphol airport, an entire

shopping centre with 120,000 items. Airports like Schiphol and Dubai have international reputations for their scale of shopping, travellers often deliberately flying via them to take advantage.

Britain's airports are only beginning to catch up, attempting to squeeze more space out of terminals not designed to be shopping arcades.

At Gatwick, BAA is trying another development — electronic shopping. Galleria Twenty-One is a computer screen display, enabling travellers to order and send flowers, for example, and pay by swiping a credit card.

Technology is the one bonus for the airlines, envious of airport and ferry capacity and constrained by space and weight restrictions. Many airlines have now incorporated shopping channels in seatback videos, allowing passengers to collect goods at their airport on arrival.

Air 2000 this summer also spent £500,000 on an on-board computer to speed up credit card transactions and improve tracking of sales and inventory which, in tests, increased sales by 5 per cent.

However, the prospect of 1999 holds little fear for the airlines. "We receive a negligible income from duty-free sales, so our operations and ticketing will not be greatly affected," says a spokeswoman for Air France.



The Intercontinental in Singapore puts executives in the lap of luxury

First across the Channel

As of October 27:

Hertz has been advertising on television in Britain for the first time in a decade, a sure sign that money is back in a sector that has been in the doldrums for many years.

In common with other aspects of business travel, income from car hire fell in the first half of the 1990s and has only recently picked up, enabling rental firms to put up prices by 15 per cent this year. Some rental companies will not accept one-day bookings, particularly midweek, and the average length of rental has crept up to 4.3 days.

The recession has forced rental firms to become leaner. Their customers have much tighter travel policies and are demanding more for their money. The bonus for car hire firms is that technology has had such an impact on the sector that quicker pre-booking, collection and drop-off of cars and detailed billing is now a standard feature.

Hire firms know that business travellers require, above all, lack of hassle. The need to pick up and drop off a car as quickly as possible is a prime consideration when choosing a rental company.

But they also know that hiring a car is an unglamorous aspect of business travel for most people, a functional mode of transport lacking the appeal of an airline or hotel room. Loyalty is earned by service and a host of extras such as bonus points schemes, mobile phones or laptop computers and in-car computers giving routes and traffic information.

The firms have to tackle two markets: individual business travel hirers and the corporates, who between them account for more than half of all car rentals booked in Britain.

Hire firms ride again

Car rental companies are regaining customers. Steve Keenan reports

Working with a business travel agency is one of the most important keys to a corporate heart. A survey by Avis showed that more cars were hired because of agency recommendations than because of prices. Another important factor in car rental is the alliances between car rental and airline or hotel companies. The use of one gives discounts or upgrades on another.

Hertz recently joined Lufthansa's loyalty scheme and has relationships with British Airways, Air France and Alitalia. It also has marketing deals with Eurotunnel and even Disneyland Paris. Meanwhile, Dollar customers now benefit on American Airlines and Alamo hirers with Hyatt,

TWA, United and Northwest, among others. Avis, remarkably, has alliances with 33 airlines.

Trying to buy loyalty is crucial to car hire firms, as in any other sector of business travel. But it is in technology that some of the most important distinctions are made.

The Wizard reservations system used by Avis, one of the longest-established in the field, used to double as a fleet management system.

Firms can discover how often executives rent cars, what grade and for how long. Rental agreements can also be drawn up in advance, so keys can be picked up from an automated booth which tells them the bay number. Speed of service is particularly im-

'Loyalty is earned by service and a host of extras'



Hertz's TV ad: a sign of increasing demand for car hire

portant at airports, which account for 27 per cent of corporate spending on car rental.

Hertz has taken the process further at Heathrow, where members of its El Club Gold programme see their name and parking bay displayed. The documents and keys are in the car, and identification is required only at the gate. Gold rentals now account for 30 per cent of Hertz business at airports and the programme is one of the main thrusts of its TV advertising campaign.

Companies such as Europcar, Eurodollar, Hertz and Alamo also issue customers with credit card-style ID cards through which data including payment details and driving licence can be accessed quickly in booking cars.

Eurodollar recently issued new cards, available to customers paying direct and with credit facilities linked to a company account, either of which can be swiped through a reader in the branch. The company was also the first rental firm offering quotes on the Internet, but without a booking facility, while its management system is now available in a Windows format.

For a few business travellers, style is more important than management systems or access to an airline loyalty scheme. Alongside standard Vauxhalls or Fords, the range of hire cars for hire now includes Ferraris, Jaguars — even Harley-Davidson motorbikes.

Budget makes a point of offering luxury cars. They include a Jaguar XJS for £149 a day or £649 for a week, and a Mercedes C-class Elegance for £69 daily or £345 for the week. The company also has three Harley-Davidsons at Heathrow from £99 a day.

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هكذا من الأصل

David Churchill on the deregulation of the European market and how one airline is making all the running in cossetting its passenger

An open sky and lower fares

Business travellers flying in Europe from next April could be in for a surprise. New European Union regulations come into force which will, for the first time, create a totally deregulated market for airlines based within the EU, plus Norway and Iceland.

The full implementation of the so-called Third Package of aviation liberalisation — which began in January 1993 — will from April allow European airlines to operate domestic flights anywhere within Europe. Since 1993, European carriers have had free access to all routes, apart from purely domestic services, thus eliminating the requirement that journeys should start or finish in the carrier's host nation.

Thus, for example, a French airline could offer a service between Madrid and Milan without the need to be routed via a French airport. From April, restrictions on foreign carriers operating purely domestic services in another member state will be abolished. The spectre of Lufthansa flying services between London and Manchester in competition with British Airways could, therefore, become a reality, although the German airline might be too worried about Air France attacking its Frankfurt to Berlin routes to bother about Manchester.

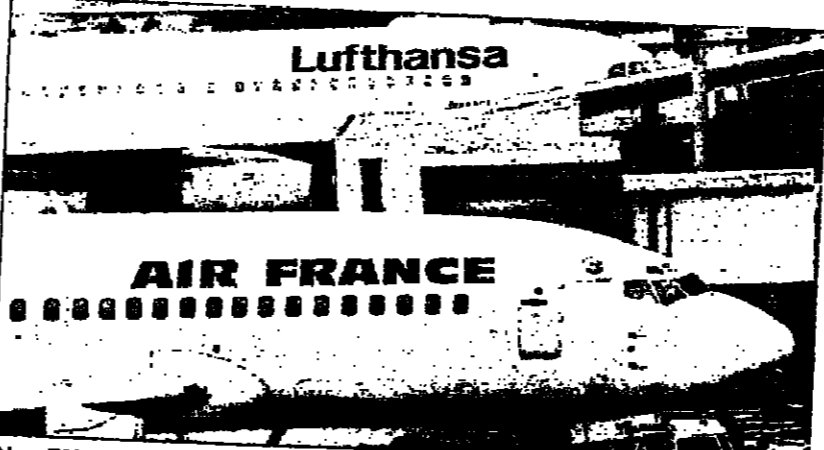
What impact will deregulation have? "Liberalisation will change the face of European business travel and the major players involved, among them corpora-

tions, travellers and travel management companies," Kyle Davis, head of American Express's European Air Fares Unit, says. "Some of the biggest changes will be felt by the business traveller. It is likely that the individual traveller will have to get used to a culture of constant change. There may be a more convenient choice of schedules, but he or she will often be dealing with new or unfamiliar carriers. Add-ons, such as business lounges, may disappear as services become more basic, particularly at smaller airports."

As the US experience has shown, lower fares may also increase the total amount of air travel, leading to busier airports. And if the blurring that some foresee between schedule and charter does happen, then the business flyer may well find that he will have to accept the company of leisure travellers, too.

Mr Davis's comments may be ahead of the game as the indications are that Europe's airlines are not planning a major shake-up of their strategies post-April, especially to take each other on head-to-head in their home markets.

Moreover, American Express's own survey of changes since deregulation started in 1993, suggests that "passengers



New EU rules mean airlines can operate domestic flights anywhere within Europe

have not noticed a radical improvement in the choice of airlines on major routes."

The reasons, the Amex study suggests, have been partly to do with European recession and partly because of Europe's geography. Most of Europe's business travel takes place within the densely populated "golden circle" bounded by Amsterdam, Brussels, Frankfurt, Milan, Paris and London where there are fewer

secondary airports, compounding the problem of slot congestion at most major hubs.

"The unavailability of slots elsewhere has made the large carriers reluctant to move away from their home airports from where they can at least exercise dominance over their home markets," Bob Amex report says.

British Airways has been most active in

developing a pan-European strategy to take account of deregulation with its acquisition of TAT, the French domestic airline, which it now owns 100 per cent, and with a stake of just under 50 per cent in Deutsche BA, the German domestic carrier. While both these airlines operate under BA terms and standards, from April BA will have the added advantage of being able to display its own code on computer reservation systems for both airlines.

But BA, like most of its European competitors, has found European flying an expensive business. "Our cost of providing a seat has risen faster than the price customers are prepared to pay in a highly competitive marketplace," Bob Amex, chief executive of BA, says.

Hence the move towards low-cost operations via franchising. BA has put in place six franchise partnerships with regional carriers over the past three years, most of which operate under the BA Express brand. Air France also has a franchise service between Southampton and Paris CDG operated by the small UK carrier Brit Air and branded as Air France Express.

These attempts to establish lower-cost operations have also come in response to

the growth of "no-frills" airlines. The concept, which originated in America, offers travellers a point-to-point fly across Europe without any of the add-on benefits such as free meals and drink although you can buy these on board bigger seats, and other services.

Fares can be 50 per cent or more lower than on scheduled carriers, although much depends on when and where you fly. Scheduled carriers base their more expensive fares on fewer restrictions which suit business travellers. No-frills airlines operate out of cheaper airports such as Luton, offer no on-board refreshments, and sell tickets directly without having to pay travel agents' commission, and other distribution costs.

But no-frills operators such as EasyJet surprisingly report that it has identified significant proportion of business travellers among its holidaymakers, including some from large corporations as well as small to medium-sized businesses.

Such airlines may come and go, the US experience is emulated in Europe, but there seems little doubt that the pace of change in Europe's skies is beginning to gather momentum. For business travellers, the issue is how far they are prepared to put up with less comfort in return for saving money. As one executive quoted in the Amex report wryly commented: "In two years' time there will still be two cabins on the London to Amsterdam service."

Strengthening the links between work and runway

Can the journey of 50 million passengers who use Heathrow each year be made easier?



At United Airlines' lounge, Heathrow, customers can take a shower and have breakfast

Richard Branson is claiming a new first in the airline world: a drive-through check-in service at Heathrow for business passengers on Virgin Atlantic. David Churchill writes.

Mr Branson, chairman of the airline, says: "We expect to whisk up to 200 Upper Class passengers a day through this new limousine service — another world first for air travel."

Virgin's Upper Class passengers, who are already driven to the airport in a complimentary Range Rover, are taken to a special area at the Terminal 3 short-term car park where a check-in agent and baggage porter complete formalities. Once equipped with a boarding pass they are dropped off at the departures level and walk with hand baggage only through the Fast Track security and immigration channels and into Virgin's clubhouse lounge.

Virgin has consistently adopted a strategy of cossetting its business class passengers even before they get to the airport — it was the first airline to offer a free limousine transfer and also has motorbikes available for a faster journey through heavy traffic — and its new service will clearly take some of the hassle out of airport journeys and may be extended elsewhere.

Delays in getting to and through airports remain one of the biggest problems for business travellers. A survey by the magazine *Executive Travel* about the problems of travelling to London's airports suggested that, while in theory there are good connections, "the reality proves to be somewhat different, because of traffic jams and road rage on clogged motorways and system failures, industrial disputes and frayed nerves on the underground."

The airport authorities are aware of the problems and Heathrow access should be helped by the planned Paddington Express Rail-link due in 1998. But BAA is taking no

chances with plans for a temporary station close to the airport to enable a limited service, with access by shuttle bus, to be in operation before the main service opens. Total journey time from Paddington under this scheme would be just 25 minutes.

The airport authorities have several other plans under consideration for turning Heathrow into a major rail hub, although these are dependent on private finance. One of the plans under discussion involves a fast rail link between Heathrow and Gatwick, a move which would increase the popularity of Gatwick with business travellers.

Those business travellers who prefer travelling to the airport by car are being wooed by the development of valet parking services. Corporate clients of Hogg Robinson, for example, can have their car parked when arriving at the terminal, and need only to make a freephone call to have

it returned. Hogg Robinson charges £13.50 for one day and £31.50 for three days. Other valet parking operators charge just over £24 for one day and £45 for three, although the longer travellers stay away the cheaper the service becomes in comparison with long-stay car parking charges. Hogg, for example, charges a fixed rate of £67.50 for 11 days or more, much cheaper than using the long-stay car parks.

Once inside the airport, the Fast Track system continues to be well regarded by most business travellers offering a speedy transit through security and customs, with added benefits at duty free and bureaux de change, although there are some reports that congestion can be as bad during busy periods as the normal transit channels.

In particular, the Blue Track system used in some US airports is also causing concern: business travellers using

Miami airport, for example, have found the situation chaotic. They have particular difficulty finding the blue line to steer them through the Fast Track System. The newest lounge development at Heathrow is that of United Airlines. As with the British Airways and American Airlines arrival lounges, this offers 3,000 square feet of showers, individual valets, and personal baggage service to get luggage to hotels, breakfast and business facilities.

United has also just opened arrival lounges at Chicago and Miami airports. Mark Schwab, United's UK general manager, also points out that arrivals facilities for business travellers to freshen up are also available at many continental airports, including Frankfurt, Dusseldorf, Paris, Brussels and Amsterdam.

"We think we have the most comprehensive and modern facilities for our arriving business passengers," he says.

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An expense account too far

Independent advice could save companies more than £5 billion a year on travel costs, says David Churchill

Better handling of the way European companies process their business travel expenses could save 6 per cent of their annual business travel — equivalent to a financial saving of about £5.6 billion a year, according to a new survey.

The survey of 77 major European companies, carried out by Price Waterhouse, the consultant, on behalf of American Express found that most companies waste time and money attempting to reconcile the travel expenses of executives on the move. This reconciliation accounts for about three quarters of the "hidden" processing costs of business travel, apart from the actual cost of airline and hotel bookings.

The study shows that the business traveller spends considerable time collecting receipts, itemising expenses and calculating exchange rates.

Vahan Eminian, a senior Amex vice-president, says the survey shows that reducing "the previously hidden costs of business travel represents one of the most important opportunities companies have in the 1990s to deliver substantial savings on operating costs."

In the majority of the companies surveyed by the consultants, an average of 20 expense reports for overseas travel were submitted by executives each year. Price Waterhouse suggests that this could be reduced to 11 reports if an automated system were adopted.

Other ways of saving money include eliminating internal travel

departments and letting executives make their own bookings electronically.

The scope for savings on business travel is significant, as the generally accepted figure of spending by British companies on all their business travel expenses (including entertaining) is estimated to be more than £20 billion.

In the United States, according to the figures released by Amex last week, corporate business travel spending is forecast to reach a record high this year of \$156 billion (£100 billion) compared with \$150 billion in 1995.

Mr Eminian says: "With business travel and related expenses rated as the third largest controllable corporate expense after salaries and data processing, any well-managed company should be seeking to improve control over its travel spending."

But getting to grips with controlling costs does not mean simply putting pressure on the airlines and hotels for better deals, says Richard Lovell, managing director of Carlson Wagonlit Travel in the UK. "Such savings through tough negotiation with suppliers may be vastly outweighed by the implementation of a successful travel policy, focusing company travel spend on a few selected suppliers," he says.

Business travel agencies are helping companies to implement their



Vahan Eminian: delivers savings

policies — including consolidating all European or even global travel. The main agencies — Amex, Carlson and Hogg Robinson — are now moving away from their traditional role as agents taking a commission from the airlines, hotels and car-rental companies and are now working as consultants to their corporate clients.

This role has been partly forced on the agents by the airlines' move towards "capping" the commission the agents receive, thus reducing their income. But the agents also

recognise that as companies feel the need to control travel spending, so advice from an agency becomes not only useful but also necessary.

Mr Lovell says: "Companies are becoming more sophisticated about travel management. But with the layering of management during the recession and since, they often do not have enough scope to manage their travel as effectively. This is something we can do better than they can, and this is being realised."

In return, the agents are switching to a management fee system, especially with larger clients. Such systems have several variations, mainly to do with ways of coping with the commission airlines and hotels still pay. One practice is for such commission to go straight to the company, which then pays a fee to the agent.

Large companies, however, are also now employing high-level specialist travel managers to help to manage their travel expenditure. Unilever, for example, has a corporate culture of letting its worldwide operations (it has more than 300,000 employees in 80 countries and sales of £32 billion a year) operate fairly autonomously within its overall framework.

But in 1994 it recruited an experienced travel industry executive, Derek Jewson, to oversee its travel spending, to manage it more effectively and reduce some of the estimat-

ed £350 million the company spends on business travel and related costs.

Mr Jewson, who had worked for travel companies including British Airways and Hogg Robinson, says the aim was "to put the same sort of management discipline over our travel spending as we do when launching something like a new brand of detergent".

His approach, however, has not been to impose any systems on the operating companies but to offer advice and examples to show them how they can get a better deal themselves.

All the 27 UK operating companies were asked a year ago to join a committee advising best buy on travel (Cabot). Much of what Cabot has tackled so far is simply "good housekeeping" and clarification of existing policies. One major issue, however, has been dealing with frequent flyer programmes.

Mr Jewson says: "Our approach has been to recognise that we operate in the real world and that these programmes exist. But while we do not stop people accepting them, we do insist that they travel in the most cost-effective way for Unilever. If we find out, for example, that a traveller has plumped for a more expensive BA flight just to get Air Miles when there is a perfectly acceptable flight on another carrier, 20 per cent cheaper than BA, then we draw that individual's attention to the position."

This, adds Mr Jewson, is usually enough to end the matter.



Incentive trips include dog-sledging expeditions in Lapland

Fancy a spot of Arctic sledging?

An action trip abroad can be a big incentive to motivate successful staff

The good times are back in at least one part of the travel industry — the incentives market. Gung-ho motivation of sales staff by treating high-achievers to exotic overseas jollies was all the rage in the overheated, yuppie 1980s. Then recession struck and conspicuous hedonism at the company's expense became more difficult to justify to shareholders.

John Fisher, managing director of Page & Moy Marketing, says that his company's sales are up 25 per cent on last year. "In times of cost-cutting, you couldn't be seen to be doing it," he says, "but now that the feel-good factor is back, companies are beginning to appreciate the value of relationship building again. When money is not so tight, people start looking for that extra edge."

"In good times, cash incentives are regarded as cynical. It makes people feel as if they are economic units there to make money. Travel makes them feel as if they are valued as people."

The companies keenest to spend again on incentives are in the automotive industries, pharmaceuticals, information technology, financial services and telecommunications.

Sarah Webster, executive director of the Incentive Travel and Meetings Association, estimates that the UK industry is now worth £600 million, up from £500 million in 1994.

Len Altman, director at Maritz, says: "Nothing creates the same sort of desire as travel to an exotic location but it is not just that or the value of a trip. It is also that they are a symbol of success."

Such trips are usually hosted by the head of the sales team or the company for which they distribute, which means that participants can socialise with top executives.

Mike Whiteman, sales and marketing manager for Hogg Robinson's incentive travel division, says that the trips allow well-heeled people to do something as a group that even they could not afford or organise on their own.

Mr Whiteman says that incentives are no longer restricted to sales forces, traditionally the major beneficiaries of such largesse. "Strategically, companies are starting to take a more team-based approach and have noticed the potential of integrating areas such as accounts

and marketing on incentives," he says.

Destinations are also coming into line with economic realities. Graham Fraser, a Maritz director, says: "Until the late Eighties, clients were expanding their horizons by about 500 miles each year. The perception was that the further you went the better it got, and there were trips to countries such as China, Japan and New Zealand. For the next few years, during the recession, the word we heard more and more when choosing a destination was 'appropriate'. Budgets did not change but the perception had to be less glamorous."

Now, it seems, long-haul is back in favour, although at least half of incentive trips are believed to be short-haul, with Europe's most appealing cities

Paris, Barcelona, Vienna and Prague — among the top destinations. Ireland, with its reputation for the *craic*, is also gaining popularity.

In the search for novelty, some incentive organisers have even arranged trips to Finland, where the frigid entertainments include watching the Aitora Boreal, skidoos, and motorised snow-bikes, reindeer and husky sledging, Arctic saunas and "lumberjack parties", which apparently involve chainsaws and copious vodka.

The United States remains the number one long-haul destination, although people now visit less familiar parts of America. Mr Fraser suggests Scottsdale (the fast-growing neighbour of Phoenix, Arizona), Santa Fe and Colorado. Ms Webster advises trips to New Orleans, Boston and Alaska.

Also proving very popular are southern Africa — although there is a shortage of hotels — and Australia. South America is tipped to grow in popularity.

When it comes to what customers want to do on their trips, the message seems to be that Britons do not mind a spot of white-water rafting or game tracking but they do like five-star luxury treatment at the end of the day. "It is still difficult to sell places like India and Burma," says Mr Fraser. "The French, and particularly the Germans, are prepared to go three-star if they will get an adventure."

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A point in your favour

Frequent traveller loyalty schemes are a big hit, but the taxman is coming, says Catherine Chetwynd

You can almost earn loyalty bonuses on having your hair cut these days. Points for Air Miles are being awarded at restaurants and petrol stations, by airlines, and by credit-card, car-rental and hotel companies. But far from diluting the appeal, ready availability has turned loyalty credits into a second currency.

Spouses are suing for points in divorce actions, claiming they are entitled to some split-off from the so-called luxury of business travel, and families even bicker over rights to the bonuses of deceased relations.

But companies are beginning to question the advantages of loyalty schemes, as employees pursue not the company travel policy, but the most rewarding airline or hotel group. Research undertaken by MORI on behalf of Carlson Wagonlit, the business travel agent, shows that executives and travel managers admit Air Miles and frequent-flyer schemes could play an important role in affecting the choice of carrier.

In addition, the travel agent's guide to frequent-flyer programmes shows that while one carrier proves most lucrative on route A, another turns up trumps on route B, putting paid to any hope of consistency if travellers are left to their own devices in the quest for more mileage points.

Procter & Gamble led the way in ruling that points should be returned to the corporation, since they paid for the tickets. However, in the end, loss of morale exceeded cost savings, and the edict was rescinded. More than 50 Swedish companies, including Volvo, Electrolux and Saab are pressing SAS to redesign its Eurobonus scheme so that points are automatically returned to the firm. Electrolux hopes all the company's SAS credits worldwide will be placed in one account — an idea inspired by an arrangement between Norwegian company Kraemer and carrier Braathens Safe.

Some airlines have corporate loyalty plans, rewarding both employer and employee. Lufthansa's Corporate Mileage Dividend Plan allows points to be credited to a company account. A monthly statement is sent to the designated contact and bonuses are given according to class travelled. And Virgin Freeway also operates a corporate account, rewarding both traveller and company, although the traveller comes off better. In Premium Economy, for example, the executive is credited with miles flown, and the corporation gets half. But the Association of Corporate Travel Executives remains unconvinced. Membership of ACTE covers every discipline in the travel industry, and at a seminar earlier this year 84 per cent of travel buyers for multinational companies declared that they "preferred that loyalty programmes did not exist".

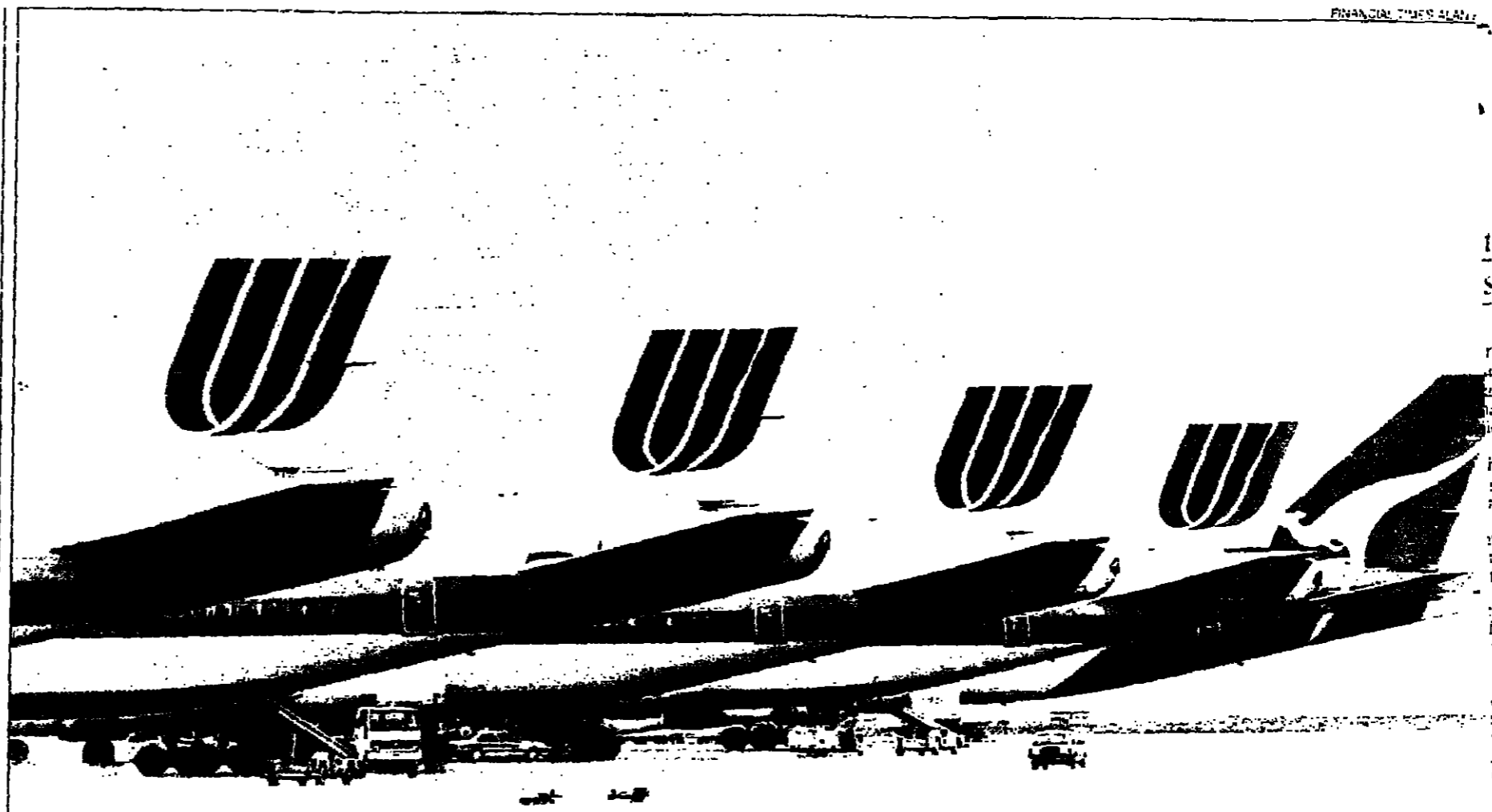
But all is not lost. Martin Swynes, American Airlines' manager for corporate sales Europe, says carriers flaunt as preferred in company travel policies can and do produce incentives for executives to adhere to policy.

Since the launch of frequent-flyer programmes some 13 years ago, most airlines have adjusted travellers' earning power and membership levels downwards, in some cases more than once. But the trend towards airline alliances means travellers can earn from more popular sources.

Recent inducements include the introduction of a British Airways Diners Club Card, and a Royal Bank Advantage MasterCard from American Airlines and the Royal Bank of Scotland, both offering chances to earn miles on money spent. Hertz car rental has formed a partnership with Lufthansa for Miles & More members, and Radisson Hotels Worldwide with American Express.

Some organisations already insist executives take evening flights, even if it means the company has to pay for hotel accommodation, as this will still work out cheaper than prime-time air tickets. Norman Ryan, of Halliburton Group, the oil exploration company, says: "The company uses the cheapest fares" and these generally do not attract frequent flyer benefits.

But worst of all, it is possible that the tax man cometh. In Europe, corporate benefits in kind given to employees are taxable, as owners of company cars know all too well. But few travellers declare Air Miles on their tax returns. But in Canada, the authorities reassessed the incomes of two executives to take account of free airline tickets received, basing the penalty on the notional value of the free ticket. The United States Internal Revenue Service has warned people taking free holidays on accrued miles that they are liable to tax — and possibly calculated on the cost of the business trip that yielded the miles.



United Airlines is introducing a new seat on its long-haul routes which it claims is an improvement on the successful BA cradle-seat. Virgin is considering installing beds.

Airlines make a new pitch for business

Carriers are finding new ways of sending you to sleep, says David Churchill

Little more than a year ago it introduced an upgraded business class cabin along with its new Boeing 777 aircraft, United Airlines is now planning to install a new *Crosscouser Class* on its long-haul flights. The new seats will be introduced over the next 12 months but their design owes much to the so-called "cradle seats" that BA has installed in Club World cabins.

This seat was ergonomically designed with the aim of enabling travellers to relax and sleep with the aid of electronically-controlled lumbar supports, better leg rests and "ear-flaps" on the headrest to give greater privacy. In addition, there is a movable light to provide better illumination when reading. BA's seat has tested well in flight comfort surveys this year, prompting United to emulate the design for its new seat.

"But we are adding extra features that take the seat a stage further," claims a United spokesman. "While the BA seat is designed to enable people to sleep on their backs, our seat is designed for people to sleep on their sides, which research has shown is the most usual position."

But United's new seat will still have a 49-inch seat pitch (basically the distance from one seat back to the next) while BA and American Airlines have both gone for a 50-inch pitch. American's new business-class seats being introduced this year also follow the BA cradle-seat pattern, with adjustable headrests with wings, a two-way lumbar support, and softer footrests. JAL has also just relunched its business class, with seats at a 50-inch pitch and including

most of the features to be found in the BA design.

United believes that a pitch of 49 or 50 inches makes little difference in actual seat comfort (although it gives its rivals a certain marketing edge), while Air France says its corporate passengers are happy with a 48-inch pitch. But given the similarities between business-class seats that most travelling executives can expect to experience over the next year, the airlines are trying to woo full-fare paying commercial travellers (and there are few official discounts on business fares on major carriers) by other means.

American, for example, claims to be the only transatlantic carrier offering business-class passengers individual Sony Video Walkmans to watch their in-flight films, rather than videos attached to the seats.

Food is also seen by the airlines as a key marketing weapon, especially now that they offer lighter menus and are more flexible in allowing what people can eat. BA's "raid the larder" concept, which allows business-class passengers to get their own snacks during a flight, has apparently been slow to take off on ex-Heathrow flights into the UK. American executives, it seems, are less self-conscious about changing their in-flight eating habits.

But such factors as food, films and even in-flight telephones — while considered important in business class — are still probably not enough alone to determine the choice of airline. Most executives

decide on their carrier, if they have a choice, on the schedule and flight times (direct or via a hub) as well as considering which frequent-flyer programme they are with.

Hence the importance of the major airlines of establishing global networks. United already has code-sharing links with Lufthansa and other carriers while BA and American are still awaiting regulatory approval of their proposed alliance. Delta and Virgin Atlantic also have a limited alliance, offering Delta seats on Virgin's flights to and from Heathrow.

But while the major carriers are able to forge alliances to win custom, the smaller international airlines have had to come up with added-value benefits to woo travellers away from bigger networks.

Apart from usually offering a complimentary limousine service to and from the airport, the smaller carriers have eschewed first-class cabins in favour of an upgraded business-class product. This was first conceived by Richard Branson about 12 years ago when he introduced first-class seats at a business-class price. Virgin still has some of the bigger business seats around, with a seat pitch of about 55 to 60 inches, depending on the aircraft, and its business class (called Upper Class) service recently won an award from the readers of *Business Traveller* magazine.

Surprisingly, for a company headed by Richard Branson, Virgin Atlantic is less high profile about business-class enhancements, preferring to tinker with the service rather than go for a major overhaul every two or three years (or more often) as its larger international rivals do. But it is looking at taking another quantum leap by introducing beds.

Other airlines operating a combined business and first-class service, at least in the size of their seats, include Continental and Air Canada, both with 55-inch seat pitches. These services offer good value for those wanting larger seats at the same price as regular business class on other airlines, although with the move towards 50-inch pitch on both BA and American, the difference is being eroded.

But the major carriers seem reluctant to move away from a first-class premium cabin, even though demand can fluctuate considerably. Flights to New York, Washington and Hong Kong, for example, generally have the strongest demand for first-class seats while less popular routes with commercial travellers usually fill first class with business class upgrades. Estimates from commercial travel agencies suggest that the overall picture on first class (taking the less busy routes along with those heavily in demand) is that only a fifth to a quarter of

first-class seats are fully paid for.

Getting an upgrade for business is first, however, depends on whether or not the airline sees the commercial traveller as a CIP — a commercially important person. First class is often used as a marketing weapon to encourage loyalty (the ultimate is further upgrade to Concorde on the New York route) and also popular with executive flying US carriers who often allow frequent flyer points to qualify for an upgrade. BA more likely to promote a Gold level member (and possibly Silver) of its Executive Club.

But for those commercial travellers who merely travel of the premium cabins (business and first) because of the rigid travel policy of their companies, there is some hope of a more comfortable journey next year when BA carries out its long-awaited overhaul of economy. Speculation is that a better deal will be offered to full-fare paying economy passengers, along the lines of Virgin's Premier Economy.

Guests in the laptop of luxury

High-tech hotels now offer computer facilities, says Chris Lockwood

Guests at some business hotels around the world still consider themselves fortunate to find a working hairdryer in the bathroom and a bedside alarm. These items, plus the television, remain the basic concession to technology made by many hoteliers in an industry that has been slow to respond to scientific advances.

While hotels have been quick to adopt computerised reservations and accounting systems they have been reluctant to apply technology at the sharp end — in guests' rooms.

Those which have taken the high-tech plunge now offer fax facilities, dedicated telephone lines, video, CD players and even Internet links in many rooms, especially those on dedicated business floors.

Linda Richards, director of Hotel System Supply Services Limited, which handles technology for about 1,000 hotels around the world, says: "There are some business travellers who just do not want advanced data and communication services in their rooms. They prefer to use the hotel as a refuge from the working day rather than an extension of it. Others do want such facilities but may not be familiar with the specific technology on offer. The third category is the highly computer-literate types



The traditional Lanesborough hides a high-tech system

who will invariably bring their own laptop computers with them.

Many hotels now feature automatic check-out on televisions. The idea is that guests can review their bill at any time and confirm credit-card payment at the end of their stay by pressing buttons on the remote control.

The intention is to avoid the frustration of the check-out queue on departure day. But while most guests use the review facility, they do not trust the technical payment procedure (often with good reason, judging by the numerous complaints about incorrect final billing) and end up queuing anyway just for a printed receipt.

Television is likely to remain the focal point of in-room technology, and not just to show immaculate American blondes on CNN. In future, television will allow teleconferencing as well as interactive shopping, movie selection and hotel service, features already available. Keeping pace with technology is difficult for the industry and us. Johnny Thorsen, head of information technology at Hogg Robinson Business Travel International, says that there are "so many new advances coming out that companies are nervous about investing in one which may be outdated by the time it is installed. They are all trying to make money from new technology but it should only be deployed if it adds benefit or reduces costs."

Mr Thorsen sees the next wave embracing the Internet and CD-Rom systems, as well as allowing guests access to hotel information and booking from home.

"Home booking is widely available now," he says, "but it tends to be used by leisure travellers with some time to

browse before buying. Business customers continue to rely on travel departments or specialised travel agents in order to save time and money."

London's Lanesborough Hotel, which opened in 1992, is an example of state-of-the-art technology, but its high-tech nature is largely concealed from guests and controlled by a personalised butler who also acts as the technical linchpin between guest needs and services.

On each floor the screen in the butler's pantry shows which room is occupied or vacant, allowing him to direct housekeeping or engineering services without disturbing the guest. Room sensors enable the butler to follow guest movements, even to the point of showing if the bathroom light has been turned on in the middle of the night.

The sensors also control air-conditioning and heating, which is turned down to conserve energy when the guest leaves the room.

On arrival each customer gets personal business cards and stationery printed with a private telephone and fax number — two lines, a personal line plus a fax line, are provided in each room.

Holiday Inn Worldwide has just completed testing in five hotels in Germany with multi-media television, including integrated computer software with CD player, games and Internet connections, as well as word processing, spreadsheet and fax facilities.

The test also included a second telephone line with voice mail system, plus computer data ports.

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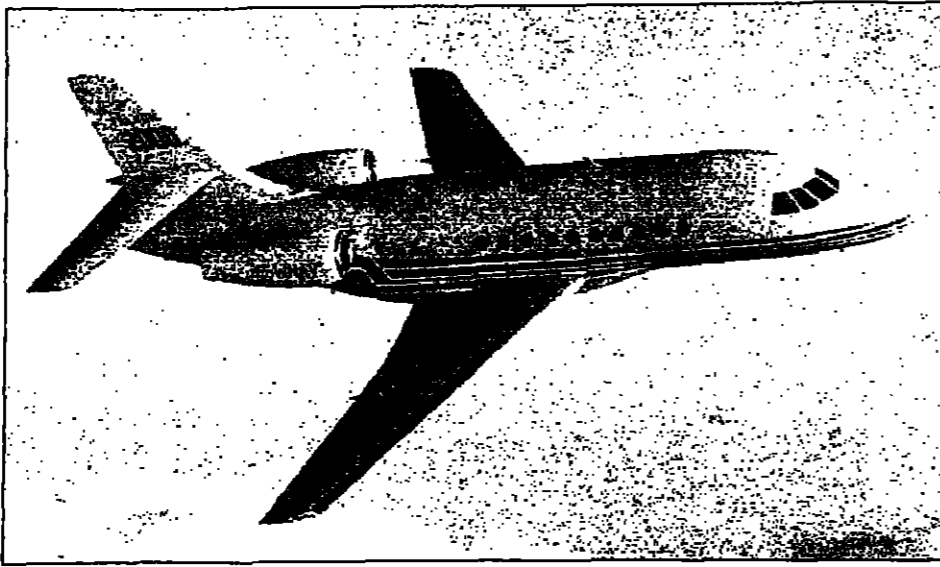
Executive jets do it faster

Illorried as a self-indulgence — particularly in the supposedly prudent — executive jets are all disparaged as toys he boys. This is not rising as they conjure up is of the chairman disapp on a junket for a day's g — but that is far from sality.

rge multinational org- tions can justify owning all plane — or even a l fleet. For one-off trips, in h many destinations have covered in a day, charter es more sense. There is the option of jet-sharing.

oyal Dutch Shell, for ex- ic, keeps four jets at throw. According to Brian mphries, managing direc- f Shell Aircraft and chair- of the European Business tion Association, they are l for the worldwide trans- of senior executives. The l factors are flexibility, iting business opportuni- making possible a task t would not otherwise be ried out, and reaching t of the world not served scheduled services.

an example of a typical erary makes the point: a up set off from Heathrow 7.30am, reaching White ins, New York, at 8.30pm, a stop in Aberdeen. Bus- is was completed in time to ve White Plains at 5pm the t day and time differences ant the party arrived at 0pm in Wilmington, Dela- ure (there are no scheduled vices between these cities), ere it spent the night. The t arrival was at 4.30am in sterdam, where people went Shell's head office. The oup left for Heathrow an



Falcon 2000, the type of private jet chartered by senior executives for business trips

Work out the time wasted at airports, and chartering a plane starts to make sense, says Catherine Chetwynd

hour later. Mr Humphries conservatively estimates the company saved a day by using its own aircraft — and that is a day per executive.

Whether chartering for individual trips or using the company fleet, the outstanding advantage of private aircraft is flexibility. You can choose a departure time and turn up five minutes before: if you are held up, the aircraft waits. Extended check-in times, customs queues and the longer flying time on commercial aircraft make many itineraries impossible without one or two nights' accommodation. Add the cost of keeping captains of industry sitting at airports and the expense of overnight accommodation, and air taxis start to make

sense. Government departments have also recognised the strengths of executive jets; a joint report from the Departments of Transport and Trade last year concluded: "insufficient capacity for business aviation use in the South East will have a potentially adverse impact upon local economies and national competitiveness".

The private aircraft charter business in the UK is worth £100 million and, according to the broker Hunt and Palmer, there has been an increase in demand for flights to Switzerland, probably because of greater activity in the City. Jamie Martin, a director, says: "There has been a trend in recent years towards

greater use of chartered aircraft in the business sector, particularly in fast-moving industries such as banking, oil exploration and automotive manufacture. Newer and more economic executive aircraft allow staff to spend time working rather than travelling."

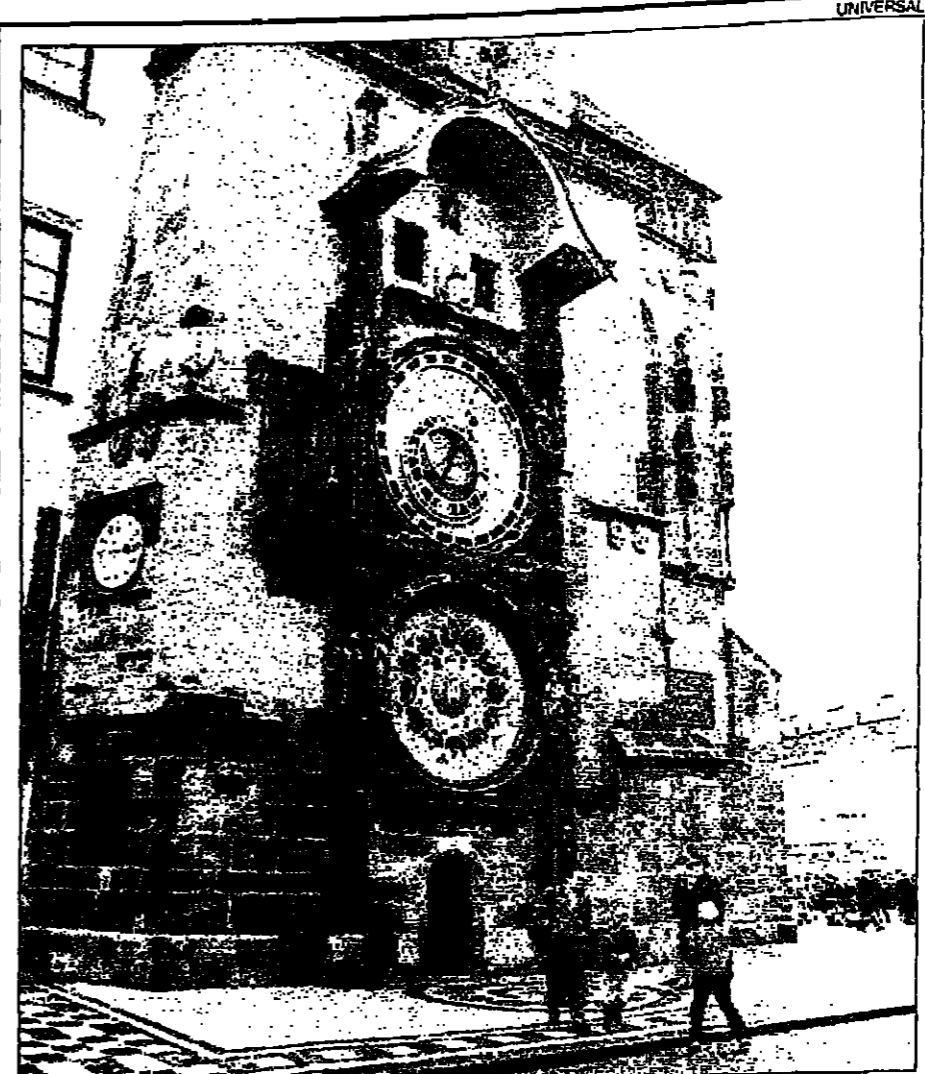
London Executive Aviation (LEA), based at London City airport and at Stapleford in Essex, flies three types of aircraft, seating from four to ten people. Kim Wylie, head of flight operations, says the company started in 1990 with one aircraft and now has ten. The last two were purchased in the past 12 months in response to a marked upturn in business. "We come into our own

when people have to visit several places in one day," Mr Wylie says. LEA recently met a consultant from a 7.30am flight from Houston to Gatwick and transferred him to London City Airport, from where a car delivered him to the City. He and colleagues departed at noon for a meeting in Rotterdam. The meeting overran and the group did not leave Holland until 6pm, but the consultant still arrived at Gatwick at 9.30pm in time for his 10.30pm departure to Houston. The whole exercise cost £950.

Convenient local departure and arrival points are another strong argument. There may be 200 airports in Europe used by scheduled carriers, but 2,000 are available to executive aircraft.

Image apart, the biggest drawbacks to owning an executive jet are cost and efficiency. Not only is capital investment high, but dedicated aircraft are generally occupied for just 250 hours a year.

The London Jet Share Company may be the answer to this problem. LJS gives organisations the opportunity to own a half or a quarter of a Cessna Citation aircraft. In the event of all partners wanting to travel at once, aircraft will be made available. A quarter share will cost each partner £500,000 and this way, according to Mike Hamlin, managing director, you can make savings of 30 per cent.



The clock tower in Prague is becoming a familiar sight to British businessmen

Airlines boosted by Eastern trade surge

British exports to Eastern Europe were £1 billion eight years ago. Last year, the figure had quadrupled, resulting in a huge growth in demand for business travel to the region.

Four countries — Poland, Russia, the Czech Republic and Hungary — are among the UK's top 50 export markets. Lasting peace in the former Yugoslavia will mean another surge in trade.

The news that British Airways is to increase services to Eastern Europe next year reflects growing demand for improved access to the former communist-bloc countries.

In July, BA resumed flights to Belgrade, the capital of the Federal Republic of Yugoslavia, with three flights a week. Now BA is to double the frequency to Belgrade for next summer, alongside increased departures to Bucharest, Kiev and Sofia.

British Midland, which already flies to Prague, is also targeting Budapest and Moscow as important routes. The hotel chains have responded, too; Prague, Budapest and Bucharest are bristling with international hotel names.

But the area is not cheap. In a poll of worldwide city hotel rates, Hogg Robinson rates Moscow second behind Tokyo, with average rates of £153.24. In a new booklet for clients, Hogg Robinson points out problems such as an import/export tax and the exorbitant price of telephone calls in Albania.

It is also normal practice for the price of car rental in Russia and the Baltic states of Lithuania, Latvia and Estonia, to include a chauffeur to prevent unwary or lost business travellers from being carjacked.

The pitfalls have not, of course, stopped people going. The number of UK travellers on scheduled airlines to the region grew from 1.29 million in 1994 to 1.54 million last year. Russia, the

Steve Keenan on the former communist nations with an appetite for air travel

Czech Republic and Hungary are the big attractions.

"Now that the countries are more open, people such as architects and lawyers are going," said Claudia Deutschmann of Fregata Travel, the London-based business travel agent. "But last month I also sent people to make animation films in Lithuania. Poland is also in heavy demand and business travel to Russia is still big."

Car rental in Russia includes a chauffeur to prevent carjacks

The Czech airline, CSA, started a service to Prague from Stansted this year in addition to operating out of Heathrow, while Lot, the Polish airline, increased flights to Warsaw this summer to 16 a week, three via Krakow in Poland.

New national airlines also operate direct from the UK, including Estonian Air, Riga Airlines, Ukraine International Airlines and Croatian Airlines.

All have non-stop flights, which are increasing in number. Estonian Air will have six flights a week from Gatwick to Tallinn this month, up from four a week.

The airline is an example of how the proximity of Scandinavia to the Baltic

states, and the consequent trade and cultural links, has encouraged investment in fledgling airlines. The Danish carrier, Maersk, has taken a 66 per cent interest in Estonian Air and will handle its ticketing and sales in the UK from next year. SAS is a 29 per cent shareholder in Air Baltic, one of two airlines in Latvia that serve Gatwick.

Bjarne Hansen, the president of Maersk, said: "We believe the opportunities for Estonian Air are considerable, both regionally and on a pan-European basis and we shall be seeking to exploit these fully."

Other carriers such as Lufthansa and Austrian Airlines are looking to maximise their links to Eastern Europe, and this makes good sense for many UK business travellers. They have the choice of flying out of Heathrow or Gatwick with their limited connections — or direct to cities such as Amsterdam, Copenhagen and Frankfurt with their superior networks.

SAS, for example, has 200 flights a week to the Baltic states and Copenhagen is now an important hub to the East. Swissair flies to 17 cities in Eastern Europe from Zurich and Geneva.

But the biggest airline to the Eastern Europe is Lufthansa, which last month launched a marketing campaign to promote its network of 366 weekly flights to 26 cities in Eastern Europe and Central Asia.

The airline claimed 20 per cent of all traffic departing the UK to Eastern Europe last year and expects to carry 55,000 UK travellers east this year. Its main hub airports are Munich and Frankfurt and its busiest routes are Moscow, St Petersburg, Sofia, Zagreb and Prague.

As with hotel and car rental rates, the cost is not cheap. Fares from Western to Eastern Europe rose by 6 per cent in the first quarter of 1996, according to an American Express survey.

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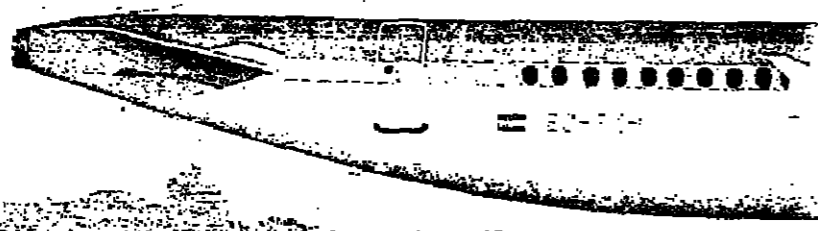
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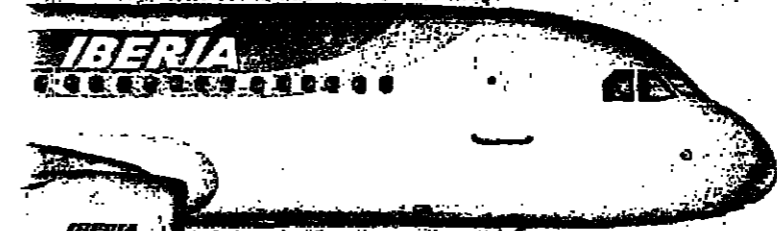
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Any business traveller's fear of flying could be well-founded, says Simon Coates



A patient being treated on a Lufthansa flight. Worldwide, about 1,000 people die on flights each year — most are men in their fifties

Dangers of the high life

Business travellers, the *Zeitgeist* of the Nineties, are required to fly ever more frequently around the globe to promote their wares, but they still need to arrive in peak condition. Are these two requirements irreconcilable?

On the face of it they might be. Farrol Kahn, medical author and director of the recently founded Aviation Health Institute, argues that the physiological hardships of flying can make it mortally uncomfortable.

"Worldwide, about 1,000 deaths occur on flights annually. And the number of post-flight deaths may be as much as four times higher," he says. "The principal victims are men in their fifties." Those men comprise the most numerous group among regular premium flyers.

Because deep vein clots are becoming more common among all ages. "Once on board, ensure that your leg-rest is in the horizontal position. That helps to boost circulation. And every hour either move around the aircraft or simulate the walking action in your seat."

Why should all this be necessary? After all the leading airlines invest many millions of pounds on the in-flight comfort of their most valuable customers; high seat-occupancy levels matter more there than in the less palatial confines of the main cabin; and, as the grounding of many senior executives during the Gulf War demonstrated, creature comforts for frequent flyers can, if unused, quickly become an airline's liability if they are not its principal earner.

But the body's reaction to physical realities on board cannot be obscured by any amount of personal attention. The humidity level in the cabin atmosphere, for example, can be a key factor. Mr Kahn says: "The average room has relative humidity of between 40 per cent and 60 per cent, but a fully-laden aircraft will achieve only half that level and on flights with fewer passengers it can fall to as low as 2 per cent. To counteract the effects of this, enhance the moisture levels in the blood: sip still water or black tea, but avoid coffee."

Similarly, executives should resist the temptation to indulge in exotic fare, opting instead for light meals and non-alcoholic drinks. You may feel more relaxed with a dram, but the effect can be to neutralise the brain cells, making you feel particularly uncomfortable.

By 2005 a total of 2.4 billion passengers is expected aloft each year, and those with access to new electronic entertainment and information systems will increase from today's 23 per cent to as much as 60 per cent of the total. This could mean up to 120 million people per month consuming these new media in the sky.

Already more than 20 aircraft are flying with the latest interactive systems on board which, in addition to standard entertainment, offer the chance to play games such as chess, backgammon or Nintendo, and the ability to make car hire, hotel or onward airline bookings, pay for extra films, follow live news or sports events, track the global stock markets, hook up a laptop computer, or view the sky through external cameras.

Singapore Airlines and Cathay Pacific are pioneers of this "third-generation" technology and seven more airlines, including British Airways, are committed either to buying it or at least to trying it out over the next 12 months.

Singapore, acknowledged as a world leader in technical innovation, is spending \$3.5 million per aircraft to equip its 28 Boeing 747-400s with its new Krisworld entertainment and communication system by the end of this year.

A 1 per cent increase in

This is your captain. Anyone for chess?

Air passengers are now spoilt for choice over in-flight entertainment — if it works. Chris Lockwood reports

Entertainment in the early days of aviation was largely limited to chatting, reading or predictable games of "I spy" (something beginning with C — cloudy).

Now passengers have the choice of more than 24 channels of films and news, destination information, interactive shopping, video games and airborne gambling. Additionally, those once content to leave the working world behind for a few hours are now surrounded by telephone and fax reminders that they are still in global touch with business on the ground.

Having revolutionised both engine control and flight deck systems, new technology has declared the passenger seat the next high ground.

The World Airline Entertainment Association estimates that more than \$1 billion will be spent by airlines this year on in-flight entertainment and passenger communication. This follows \$1.5 billion spent in the past 18 months. Even more investment is anticipated for 1997 as carriers battle for passenger loyalty with increasingly sophisticated in-seat systems designed to amuse, entertain and enable them to work in the air.

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The existing system, available in all three classes, offers 22 video and ten audio channels plus a selection of ten Nintendo games.

Handsets in each seat activate individual bin screens. Turn the remote control over and a telephone unit is available with a credit card swipe facility allowing passengers to call anywhere in the world from their seat via satellite.

The enormous investment by airlines is justified by the promise of revenue generated by pay-per-view, shopping, gambling and telephone charges. Yet that promise is hamstrung by a human reality — the appetite for such systems and the use of in-flight business equipment are in decline.

Duncan Hillary, chief executive of Spafax Airline Network, which supplies software and revenue-generating systems to nearly 50 airlines (including Singapore, Cathay,

market share can mean much as \$50 million a year airline revenue," he said. "A competing passenger layer with top cabin entertainment facilities is one way of achieving that."

He warns, however, that there are many problems along the way before airlines get the right mix of content, power and reliability. GEC/Marconi recently pulled out of the market, for example, having pledged to supply both BA and United with interactive systems for their Boeing 777s. The system have failed to live up to expectations.

Failure of much-promoted systems is one of the major problems surrounding the technological advance. Even Singapore Airlines admits a failure rate on four to six seats per flight — not a bad ratio, of 400, perhaps, unless the seat is yours.

Industry experts agree that



Singapore Airlines is spending \$3.5 million per aircraft

BA, Emirates and Air Canada), explains that passengers on long-haul flights are the captive audience the airlines want, but also a passive one.

"For the first two hours or so travellers may be extremely active — working, watching, telephoning and accessing the systems," he says. "But after a while they become extremely passive — the opposite of what the airlines require for interactive technology which can make money."

Passengers become as passive as possible — they go to sleep — so all this technology is sitting there unused. Mr Hillary believes there is a huge future for such systems, but only if the airlines consider it as a passenger service first aimed at the broader goal of increasing market share overall, rather than the short-term goal of making money per passenger per flight.

of all the technology in use on an aircraft, the in-flight entertainment system is probably the most important because it is the one the passenger can see.

Alistair Cumming, BA chief operating officer, says avionic systems which are used to control, navigate or communicate for operational reasons are duplicated and triplicated and failure will often go unnoticed. But seat controls give an instant bad impression if they fail, whether it is the cabin crew call button or the on-line link to the Dow Jones Index.

Another problem affecting these new systems is passenger acceptance. Technology is changing so rapidly that a new airline entertainment system can be out of date as soon as it is installed. Passengers are lagging far behind and often do not understand — or do not wish to — the benefits available on the screen in front of them.

Stress and travel rage

A survey of British directors who are regular business travellers shows that the majority suffer stress-related symptoms, both physical and mental. Symptoms include memory loss and violent behaviour, with one third suffering from road rage.

In what amounts to travel rage, 61 per cent claim they suffer physically, with fatigue and aching limbs the most common symptoms, and 39 per cent state that they suffer emotionally or mentally. A small number (15 per cent) admit to violent tendencies, the same number suffer memory loss, and a few suffer paranoia.

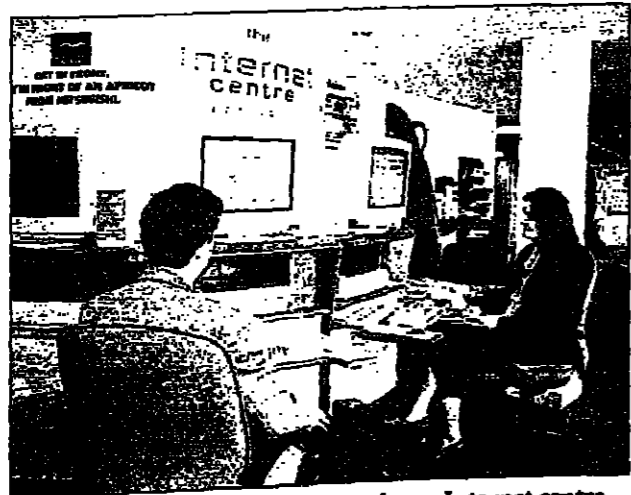
for businessmen and women to switch off and relax. Business executives who continue to work when travelling may feel they are accomplishing something, yet the long-term effects from not switching off may be counter-productive.

Dr Antony Ashe, a London GP, says: "There is increasing awareness throughout the medical profession of the detrimental effects of stress caused by business travel, and yet little is being done to evaluate the impact. Stress can be damaging in many ways: it can cause a reduction in sperm count; an elevation of the cortisone level which may reduce the effectiveness of the immunity system; and can lead to increased blood pressure. "The growing availability of mobile phones and laptop computers make it harder

for businessmen and women to switch off and relax. Business executives who continue to work when travelling may feel they are accomplishing something, yet the long-term effects from not switching off may be counter-productive.

How best to combat stress, then? These seasoned travellers listed sleeping, sex and alcohol. So it is not just work after all. CHRISTOPHER WARMAN

A boardroom for high-flyers



Surf while you wait to fly: Heathrow Internet centre

THERE is no escape for the businessman at Heathrow Airport. The executive club lounges provide most of the facilities needed for a quick piece of work while waiting for departure, but if they cannot provide everything, then the Business Centre, situated in the Queen's Building, certainly can.

The centre, part of the Thomas Cook Group, provides meeting and conference rooms offering the latest technology and services.

"We have considered every possible requirement for the busy executive travelling worldwide," a spokeswoman explains. "With this in mind,

A conference for 60 people?

Heathrow has the facilities

the centre has a range of meeting rooms to cater for any size of meeting and comprehensive office, secretarial and catering facilities. In addition we have a conference room that can accommodate up to 60 delegates, with the latest presentation equipment."

Its latest innovation is a Cybercafe and Internet Centre, claimed to be the first

such facility to be installed at an airport when it opened in May this year. Providing access to the World Wide Web, it offers a full range of Internet services, allowing surfers to review world markets, catch up on news, e-mail colleagues — or even relax with a game.

Jane Chadburn, centre manager, explains: "Having access to up-to-date information and being able to communicate through online technology is becoming increasingly important to people on the move. This initiative enables the 40,000 travellers who use the centre each year to make even more efficient use of their time."

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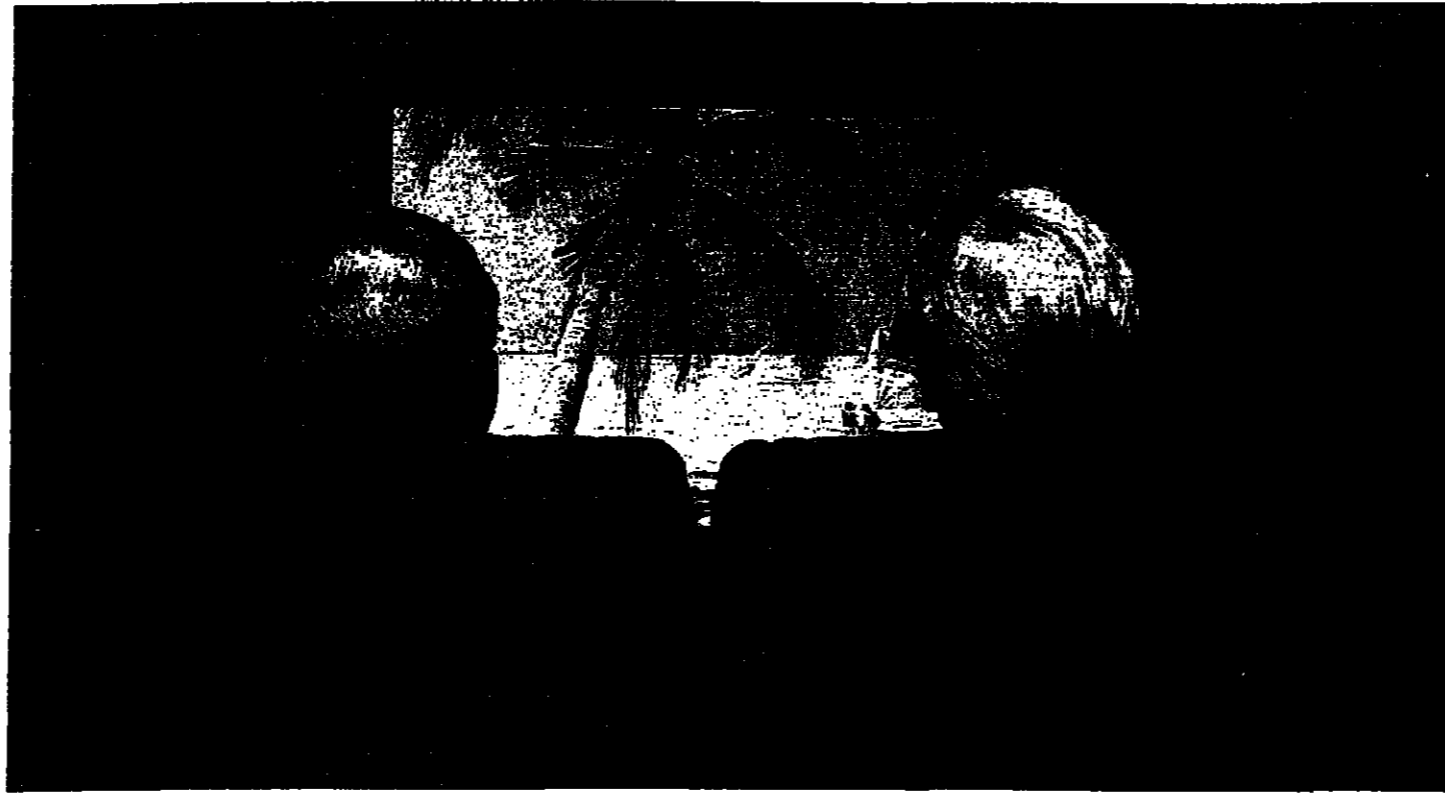
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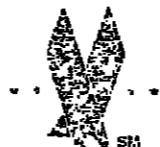
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TEXAS
INDUSTRIAL

The gentle approach to policing pensions

John Hayes, head of the Occupational Pensions Regulatory Authority, on the new Pensions Act

What do Arthur Scargill and the Bishop of Oxford have in common? The answer is in the contribution they have made to the law of trusts, which still underpins occupational pensions, at least in England and Wales.

Both argued unsuccessfully before the courts that political or moral considerations could override trustees' duties to obtain the best financial return for their beneficiaries, whether miners or clergy.

The Pensions Act 1995 is a direct result of Robert Maxwell's abuse of pension funds. (Ironically the Church Commissioners lost more from property speculation.) And trustees are at the heart of the protection of occupational pensions.

At a time when the Government is resisting the movement from Europe for compulsory works councils, it has introduced new domestic law requiring occupational pension schemes to be run nevertheless by trustees, a third of whom must be chosen by the workers. There is an opt-out procedure that can be initiated only by the existing trustees or the employer. In this case the workers still have the last word.

The same legislation produces another relative novelty in our law. It creates a statutory duty on some professional advisers to report to the Occupational Pensions Regulatory Authority (Opra) when they have reasonable cause to believe that the relevant law is being broken or that a breach of trust has been committed, if the breach is likely to be of material significance to Opra.

This is new territory for actuaries. Auditors have had similar duties under the Banking Act but it is understood that they are only rarely used. Failure to do so could lead to disqualification from the right to practise.

Such draconian powers may be regarded as hardly conducive to harmo-

nious relations between advisers and their clients, all struggling to comply with what are basically administrative or financial requirements.

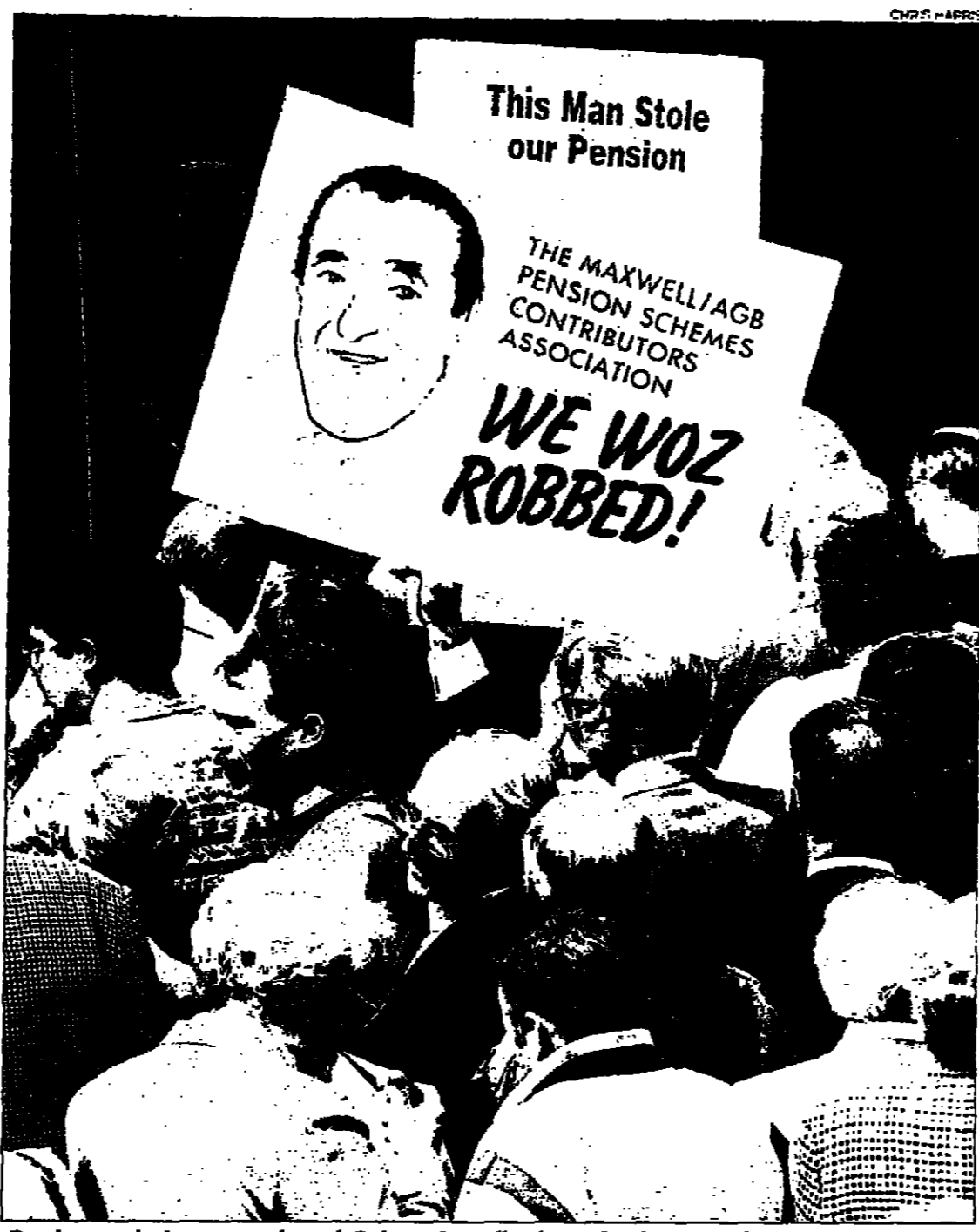
Opra is planning to inject a spirit of openness in which breaches are not treated as an automatic passport to the imposition of financial penalties or other sanctions. Instead, for minor breaches, Opra will be keener on assurances, which will be followed up, that things have been put right.

Unlike most other regulators and enforcement agencies, Opra is given the power to investigate, prosecute and sentence those who breach its rules. The courts will retain the right to quash Opra's decisions on the grounds that it has exceeded its powers or failed to follow the rules of natural justice. Opra will be able to sue in civil courts throughout the United Kingdom to recover pension assets wrongly appropriated.

The Pensions Act creates some offences enforceable by Opra. Opra will have review procedures to enable those aggrieved by its initial decisions to appeal. It will not be bound to grant oral hearings in all cases.

Fairness, expedition and a sense of proportion will all have to be shown if Parliament is not to feel that too much power has been conferred on a single agency. Though Opra is an independent legal entity, much of its affairs are controlled by the Secretary of State for Social Security, even though the bill for its operations, like that of the pensions ombudsman and the new Pensions Compensation Board, will be picked up by employers or pension schemes.

Whether Opra is successful will depend on the sensitivity and competence which it displays. Who knows what disasters are likely when it begins its operational role on April 6, 1997? Good intelligence as well as a certain amount of luck will be essential.



Pensioners who lost money through Robert Maxwell's abuse of their pension funds lobby Parliament

Leaders in pensions

LAW FIRMS are facing a huge upheaval as a result of the Pensions Act. Most of the provisions come into force next April but already firms are reporting a big rise in work, Frances Gibb writes.

All the top ten corporate firms have strong departments but according to Chambers & Partners Directory, Linklaters & Paines and Lovell White Durrant are just ahead. They are closely followed by niche firms Sacker & Partners (boosted by the recent addition of what was Nicholson Graham & Jones pensions team); Nabarro; Rowe & Maw; Freshfields; and Travers Smith Braithwaite. Others who are highly regarded include Aslop Wilkinson.

At the Bar, the leading set is said to be Wilberforce Chambers, headed by Edward Nugee, QC. Nicholas Warren, QC, was described as "head and shoulders" above the rest; Robert Ham, QC, and Paul Newman are also highly rated. Others include Michael Hart, QC, of 5 Stone Buildings and Nigel Inglis-Jones, QC, at 35 Essex Street.

Firms brace for industry upheaval

Edward Fennell on the massive changes due with the new Act

Nobody pretends that the impact of the new Act is glamorous or exciting. But as this year's Labour Party conference showed, it is moving up the national agenda. So it is no surprise that this week's annual conference of the Association of Pensions Lawyers in Leeds will be attended by hundreds of keen solicitors. As Ken Dierden, a partner at Freshfields and the chairman of the association, puts it: "It is now acceptable to admit at dinner parties that one is a pensions lawyer."

An indication of the growth in the importance of pension law is the expansion of the association. From a few-score members a decade ago, it has grown to 500, and this week's deliberations are expected to be of a high standard. As one speaker comments: "You could make or break your reputation at this event. You are presenting your ideas to an audience of your peers, who are intensively critical. To put in a weak show or make a mistake could be disastrous for one's career."

The backdrop to the conference is the Pensions Act 1995, which comes into force next year. The changes being effected are huge and the association can claim to have had a key role in shaping many of its most important provisions. Taken individually, the pensions industry accepts the good sense of most of these developments. When viewed altogether, though, the effect is to create the need for huge change. As Robert West, of Baker & McKenzie, points out: "There is feeling in the industry that the regulations are too detailed. Some people consider that the impact of them will be overwhelming."

The background to the Act, of course, is the skulduggery to which pension funds have been subjected. Well-publicised cases of pensions mis-selling and the abuse of funds have led to tighter regulations, and trustees are being forced to seek detailed advice from lawyers to cope with the changes. One point that trustees will need to review in the next few months is who gives them their legal advice — a move that could lead to a reshuffling of clients.

Stuart James, of Rowe & Maw and the doyen of the pensions scene, expects both to lose some clients and to gain new ones. "It will," he says, "be like musical chairs, as trustees feel under some obligation to make changes. I think that all the leading pensions firms, such as ourselves and Slaughter & May, Freshfields and Sacker & Co, are likely to be affected."

Many of the largest law firms have strong pensions departments as an annex to their normal corporate work. Smaller firms draw in clients specifically because of their pensions expertise. It is anyone's guess at this stage which will do better out of next year's possible shake-out.

Also shaping the Pensions Act are social trends that may affect everyone. A divorced wife will be entitled to a share of her former husband's pension and there is a shift away from occupational pension schemes as fewer employees stay with the same organisation all their working lives and many become self-employed.

To put in a weak showing could be disastrous

Company Secretary

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15 1996

Businesses in the North East have many of Britain's specialist lawyers right on their doorstep, Edward Fennell reports

Shining northern lights

Businesses in the North East are spoilt for choice when it comes to selecting commercial lawyers. It is not just that there are high quality lawyers — almost every region can claim that these days. More important is the fact that there are three legal centres — in Sheffield, Leeds and Newcastle — and there are firms which can claim to be national leaders in specialist fields.

Selecting a single market leader is impossible, especially when Leeds has spawned both Dobb Lupton Alsop and Hammond Standards, two of the most dynamic firms in Britain. But if you are looking for a firm which is distinctively special, then the prize might be awarded to the Sheffield-based Irwin Mitchell. Under the leadership of Michael Napier, it achieved a remarkable reputation as disaster lawyers *par excellence* and, with Howard Culley as managing partner, that reputation is being sustained.

The firm has achieved notable success in multi-plaintiff work in connection with asbestos and is also the recognised leader in cases of Croftfield-Jacob disease. Moreover, the firm has the services of Kevin Robinson, a master of business crime. When Alan Clark blew the whistle in the "arms to Iraq" trial, it was largely as a result of research by Mr Robinson.

In addition to this exceptional

track record in high-profile cases, Irwin Mitchell is also bubbling along in mainstream areas such as property, mergers and acquisitions, commercial litigation and private client work. As Mr Culley says: "We are very buoyant in every department — you can't single out any area which is doing better than the rest."

Irwin Mitchell was rather later in the field than its Yorkshire rivals to expand geographically, but it is moving now. As well as offices in London and Birmingham, it has a strong presence in Leeds — and that is really taking wear into the enemy's camp.

Leeds prides itself on being Britain's second business centre after London. Certainly, its law firms have been exceptionally strong, with Booth & Co. alongside Dibbs and Hammonds as a very home-grown operation. The local offices of Eversheds and Pinsent Curtis are also highly regarded.

What makes Booth & Co. different is that it has persisted in its independence, although it is a member of the Norton Rose M5 group. It is the future of that group which is now exercising the mind of Mark Jones, the managing partner of the firm. "You either have to keep

on developing, or you decline," he says. "In Norton Rose M5, we must now decide where we are going next. It has either to evolve or decline — I hope it evolves."

Eversheds' local offices, both in Leeds and further north, are demonstrations of how successful a "national" firm can be. Its landmark project is the work it is undertaking for the International Centre for Life, a £54 million initiative being funded by the National Lottery to provide a remarkable tourism and educational focus for Tyneside.

The centre will supply a "gene dome, body and mind" facility, as well as a bio science village and it represents the resurgence of the Tyne as a centre for innovation. Smaller in scale but also significant is work that Eversheds has been doing in the area of private finance initiative (PFI). This is a speciality in which the firm nationally takes pride, and its work with Tynemouth College, which has "Pathfinder" status, and the backing of the Further Education Funding Council illustrates how PFI is starting to produce positive results.

Eversheds also acts for the Tyne & Wear Development Corporation and has snapped up a number of transactions which, in the past, might have gone down to London. Perhaps in the most tantalising position is Dickinson Dees. As the largest firm of solicitors in Newcastle, it enjoys a certain distinction. However, Newcastle does not have the commercial muscle to compare with Leeds or Manchester and its remoteness means that there are few pies it could draw on as natural clients.

However, John Flynn, the business development partner, enjoys the fact that the firm has now gained a national reputation, especially in the field of transport: Britain's second and third largest bus companies are among its clients. It is also doing work for Siemens and Samsung in connection with their inward investment in the area.

Many of the existing smaller family-run Tyneside companies, meanwhile, go to Robert Muckle for their legal advice. Tough and gritty as solicitors, Hugh Welch, the firm's commercial partner, says: "I suspect that we are viewed with suspicion, distrust and even dislike by some of the firms on Tyneside, but we believe in giving clients what they want and for us it has produced results. With increased profits of 170 per cent between 1991 and 1995, we must be doing something right."



Law firms in Leeds have gained national acclaim with exceptionally strong showings in court

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Court of Appeal

Accountants protected as officers

Mutual Reinsurance Co Ltd v Peat Marwick Mitchell & Co and Another. Before Lord Justice Leggatt, Lord Justice Hobhouse and Lord Justice Thorpe. Judgment October 11.

making a claim against the defendants, their statutory auditors, alleging they were negligent in failing to detect that money which should have been recovered by the plaintiff were, as a result of fraud, retained by certain Lichtenstein and German companies.

The Court of Appeal there rejected the argument an officer had to be a person concerned with the company's management or had at least some measure of control over the company's assets.

Both sections 88 and 261 of the Companies Act were drafted taking into account such distinction. Although section 88 and its heading, "Provisions as to liability of officers and auditors", read in isolation might justify a different inference, when the other provisions of the Act and the general legal context were taken into account, the inference could be seen to be unwarranted.

Bylaw 123, under the heading "Indemnity provided", every director, officer of the company and member of a committee constituted under bylaw 90 shall be indemnified out of the funds of the company against all civil liabilities.

Repeat committals not possible

Kumari v Jalal. Before Lord Justice Neill, Lord Justice Ward and Lord Justice Thorpe. Judgment 25 July. A person who had been committed to prison for contempt of court for breach of an order to do a specific act by a specific date could not be committed again under the same order if the failure to obey the order continued it was necessary to go back in court to obtain a further order.

The Court of Appeal so stated allowing an appeal by Faris Jalal from the order of Judge Harold Wilson sitting in Oxford County Court on July 23, 1996 committing him to a second term of imprisonment for contempt of court for his continuing failure to comply with an order for the delivery up of property to Bani Kumari within seven days.

Where there was a dispute about property, a court would decide the question of title and could make an order for delivery up of the property. Under the Rules of the Supreme Court it was common not to make an order specifying a time for delivery up - see Order 42, rule 3(2).

Blanket order unsatisfactory

Burgess v Stratton. Before Lord Justice Waite and Lord Justice Otton. Judgment October 3. Given the general scheme of Order 17, rule 11 of the County Court Rules, a blanket order extending time for compliance with the automatic directions was unsatisfactory.

The Court of Appeal so stated, interpreting an application by a plaintiff, Peter Burgess, for leave to appeal from an order of Mr Assistant Recorder Pownall, QC, sitting in Kingston upon Thames County Court.

Mr Stewart Room for the plaintiff, the defendant, Mr James Stratton, did not appear and was not represented.

LORD JUSTICE WAITE said that the issue for the judge was the interpretation to be placed on the district judge's directions in the litigation, a blanket order extending time for compliance with or the operation of the directions as a whole, was unsatisfactory. It was potentially ambiguous and liable to arouse controversy as to whether its effect was intended to be general or limited to specific steps in the litigation.

Whether it was arguable, especially in the light of the inherent ambiguity of such a direction, that the judge was wrong to continue to be capable of one meaning in the context in which it was made.

The question for their Lordships was whether it was arguable, especially in the light of the inherent ambiguity of such a direction, that the judge was wrong to continue to be capable of one meaning in the context in which it was made.

LORD JUSTICE OTTON, agreeing, said that the case illustrated that judges who made directions which had the effect of displacing, wholly or in part, the automatic directions regime should make it as clear as possible which, if any, parts of Order 17, rule 11 were intended to remain in effect.

Practitioners would find it helpful to refer to the commentary in the County Court Practice 1996 (at p 281) under the subheading "automatic striking out".

Solicitors: Coleman Tilley Tarrant Sutton, Kingston upon Thames.

Resources rationed. Regina v Brent and Harrow Health Authority, Ex parte Harrow London Borough Council. A district health authority was not prevented by section 166 of the Education Act 1993 from rationing resources available to meet a request for help in education provision for a child with special needs.

Council duty not delegable

Regina v Harrow London Borough Council, Ex parte M. The obligation on a local education authority under section 168 of the Education Act 1993 to arrange that special education provision be made for a child was not delegable.

Where there was a dispute about property, a court would decide the question of title and could make an order for delivery up of the property. Under the Rules of the Supreme Court it was common not to make an order specifying a time for delivery up - see Order 42, rule 3(2).

It was owed personally to the child and it was not by that section delegable. It was the duty of the authority itself to arrange that the provision was made.

Resources rationed

Regina v Brent and Harrow Health Authority, Ex parte Harrow London Borough Council. A district health authority was not prevented by section 166 of the Education Act 1993 from rationing resources available to meet a request for help in education provision for a child with special needs.

The allocation of resources was a function ordinarily performed on an annual but continuing basis, according to a number of competing priorities, one of which would be the provision of help to a local education authority under section 166.

Under that section a health authority was required to have regard to the total resources available, which it was likely to do when setting its annual budget. It could not reasonably be expected to reallocate and reallocate resources according to a particular demand arising at a particular moment.

The provisions of section 166 did not render it outwith the power of the district health authority to seek to ration its scarce resources.

Touchless assault

Regina v Sargeant. There was no need for there to be indecent touching, or the threat of such touching, for an act to constitute the offence of indecent assault.

LORD JUSTICE HUTCHISON said that the appellant's principal ground of appeal was that for there to be an indecent assault in law there had to be indecent touching, or at least the threat of indecent touching, and that in this instance there was no such touching or threat of touching.

The Court of Appeal, Criminal Division (Lord Justice Hutchison, Mr Justice Douglas Brown and Mr Justice Curran) so held on August 19, when dismissing an appeal against conviction by Anthony David Sargeant on February 29, 1996 at Preston Crown Court (Judge Andrew QC and a jury) of the offence of indecent assault contrary to section 1(1) of the Sexual Offences Act 1956.

The prosecution's case was that the appellant had compelled the complainant, a boy aged 16, to commit an indecent act in a public place.

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RUGBY UNION Four-year ban for Fayers reflects union's hard line

BY MARK SOUSTER

IN ONE of the most severe sentences of its kind, the Scottish Rugby Union (SRU) yesterday banned Jason Fayers, the Edinburgh Academicals prop forward, for four years after finding him guilty of foul play.

Fayers, 22, a veterinary student, punched Craig Halliday, the Kelsie prop, at a lineout during a Tennents Premiership division two match on September 28 and broke his jaw in two places. Halliday, 23, a mechanic, has had two metal plates inserted into his mouth and will not play again this season.

SRU verdict might compromise his inquiry. "As far as I am concerned, the two matters are totally separate," he said. "However, I don't know whether a court would decide if the SRU has affected this."

New Zealand Barbarians draw on All Black strength

BY DAVID HANDS, RUGBY CORRESPONDENT

THEY may not be the All Blacks but there will be little to choose between them when a New Zealand Barbarians side plays England at Twickenham on November 30. Of the 23 players the Barbarians will bring next month, a dozen can be described as internationals and 18 have represented New Zealand on tour.

Mehrtens and Michael Jones. The most obvious absentee is Zinzan Brooke, the No 8 whose name has been linked with several of the wealthier English clubs.

Comments on reports that the Midland club chose to omit ten of their better players from the second-round Pilkington Cup tie with Cheltenham at the weekend. However, there is no stipulation in the competition regulations that clubs are required to play their best side.

TODAY'S FIXTURES

Table of football fixtures including Under-18, National League, and other divisions.

Table of rugby fixtures including Under-18, National League, and other divisions.

Table of rugby fixtures including Under-18, National League, and other divisions.

Yankees power to World Series



Erickson, left, the Orioles pitcher, gives up a home run to Leyritz, while Strawberry falls victim to a double play by Alomar

BY KEITH BLACKMORE

THE New York Yankees, the most famous team in baseball, ended a 15-year drought on Sunday night when they beat the Baltimore Orioles 6-4 to win the best-of-seven American League championship series 4-1.

On Sunday, the big hits came from Jim Leyritz, Cecil Fielder and Darryl Strawberry, each of whom honored, giving the Yankees ten home runs in the series, a record — and this against a team that had set a record for home runs in the regular season.

He was the manager of the Braves when they reached the play-offs in 1982, but he is far more likely to be facing the Cardinals, who he managed for five years before going to New York. A home run by Brian Jordan, a former National Football League player, in the bottom of the eighth inning took the Cardinals to a 4-3 victory in St Louis on Sunday night, giving them a 3-1 lead in the series with another home game due to be played last night.

Park rides to England's rescue

BY RICHARD EATON

THE Badminton Association of England (BAE) yesterday announced one of the most notable coaching appointments in its 100-year history with the news that Park Joo-Bong, widely regarded as the greatest all-round doubles player of all time, will be coming to work in this country in January.

him up until the Sydney Games in 2000. Although Scotland, Wales and Ireland may, in due course, experience some benefit from Park's arrival, it is the BAE that has landed the exceptional coup, the most notable of three important appointments it has made in the past three months.

and management in Seoul to base himself at the national badminton centre in Milton Keynes, a move that will surprise many people. However, his decision has been influenced by the success of the seven-year visit to England of another noted Korean coach, Lee Jae Bok, who returned home earlier this year.

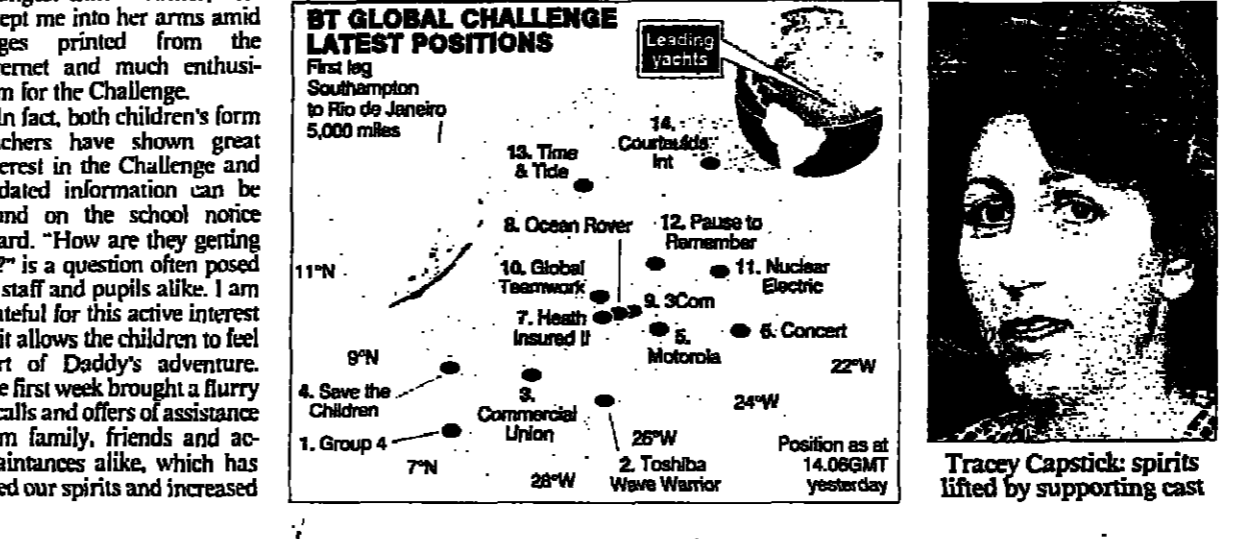
Left behind but not feeling home alone

Tracy Capstick charts the course of her emotions and the progress of her husband as Ocean Rover heads towards Rio

IT is now more than two weeks since my husband left Southampton aboard Ocean Rover on the BT Global Challenge. That Sunday will remain in my memory as one of the most emotional of my life. On Monday morning, still suffering the after-effects of such a traumatic occasion, I composed myself to face the world. The school run was my first personal encounter with reality. This proved a little fraught as I took the children into school.

Every morning we fax the BT Global Challenge information line to update the yacht's race position and map reference. I now find I rarely view the race in totality, but focus on where Ocean Rover is in relation to the other yachts as they make their way to Rio. In the latter part of the first week, Jim phoned to see how we were. I was a little surprised to

proved their position and the crew felt confident in their abilities. Our eldest son spoke to his father and became a little distressed. This was easily remedied when I waved our around-the-world airline tickets under his nose and pointed out that if Daddy was not on his adventure then we would not be setting off on ours later this year. We tried our back-packs on — again — and suddenly life was not so bleak.



IN BRIEF

Sorenstam races to eight-shot victory

ANNIKA SORENTAM, of Sweden, outclassed a high-quality field to win the Betsy King LPGA Classic in Pennsylvania by eight strokes on Sunday. The US Women's Open champion finished with a 68, four under par, for a total of 270, 18 under par.

Morgan ahead

Snooker: Brian Morgan, who leapt from 59th to 22nd on the provisional world ranking list by finishing runner-up to Ronnie O'Sullivan in the Asian Classic last month, led Drew Henry 4-3 in the final of the Benson and Hedges Championship at Edinburgh yesterday.

Reserves excel

Squash: England showed that they have strength in depth when wins by Suzanne Horner, Fiona Geaves and Linda Charman enabled them to beat Egypt 3-0 in the first qualifying round of the Perrier Women's World Team Championship in Petaling Jaya, Malaysia, yesterday.

McRae leads

Motor rallying: Colin McRae, of Scotland, led the San Remo Rally after the first day yesterday. Tommi Makinen, of Finland, the world champion, turned his Mitsubishi over on a corner after only 500 metres and pulled out.

Briton's award

Cycling: Chris Boardman, the world one-hour record-holder, world pursuit champion and silver medal-winner in the world time-trial championship last week, has been named rider of the year by the Association of International Cycling Journalists. In the final ballot, the Briton beat Miguel Indurain, of Spain, who won the gold medal at the Olympic Games in Atlanta this year.

BT Global Challenge

hear from him so soon and consequently a little short of conversation. I was encouraged by his confident and happy manner. I found myself asking: "Why are you only eighth? You chaps had better pull your fingers out." To which the reply was: "It's OK, we're working on it and beginning to move up now." The competitive aspect of my nature had taken over.

Tracy Capstick: spirits lifted by supporting cast

GOLF

US forces in bid to stop Els ruling at Wentworth

By JOHN HOPKINS, GOLF CORRESPONDENT

IT IS going to be very hard for Ernie Els to get through another Toyota World Match Play Championship without being beaten. He might have managed this in 1994 and 1995, but there is extra pressure on him now as he tries to win a third consecutive title, which no one has done before.

Tom Lehman, the reigning Open champion, if Mickelson beats Simpson, will find Steve Jones, the US Open champion, waiting.

Stricker could easily be one of those golfers described as "my baby-faced chicken kill-ers" by Dave Marr when he captained the United States in the 1981 Ryder Cup at Walton Heath.

The last part of this statement was a thinly veiled reference to the row between Mickelson and Jarmo Sandelin in the Dunhill Cup semi-final against Sweden.

DRAW

08.15 and 12.30: (B) S Eganaghan v S Sheehy (US); Winters to play (11) E ELS v S McGarrigle (GB) Winters to play (14) Brooks (US).



John Cordall attempts to hack out of the rough on the 10th at Breadsall Priory but his team, J Howitt, finished down the field, collecting 50 points

Jaguar make their point in record fashion

By MEL WEBB

A SMALL piece of history in The Times MensPiercen Corporate Golf Challenge was enacted at Breadsall Priory Golf & Country Club yesterday when the record score for a regional final in the competition was picked up, shaken about a bit then smashed into thousands of small pieces.

performance in their home county, Hall and Coaker went on to win the national final for the second time in three years — the omens are good for the men from Jaguar.



Keith Boyes (24), started at the 10th, and made an immediate impact when he scored seven points on that opening hole. Calam got up and down from a greenside bunker and Borriell punched an eight-iron in very close — the yard was a net eagle and a net birdie.

one of the toughest holes on the course. It was the high spot of their round, even in the context of the excellence that surrounded it. Calam chipped and putted for a net three and four points and Betts followed him in a similar score.

TENNIS

Henman on course to clash with Rusedski

By OUR SPORTS STAFF

TIM HENMAN and Greg Rusedski are on course to meet in the second round of the Czech indoor tournament in Ostrava this week.

The last time they met in competition was the final of the British national championships in Telford last November when Henman won 6-3, 6-2. At that time, Rusedski was the British No 1 and expected to win. Should the pair meet again now, though, Henman, ranked 20th in the world and the No 7 seed for the Czech event, would start favourite.

However, Rusedski, whose world ranking slumped from an all-time high of 35 in January to 84 two weeks ago, has been in outstanding form during the past fortnight. He began his recovery by reaching the semi-final of the Heineken Classic in Singapore ten days ago, a performance which saw his ranking improve nine places to 75.

He then won his first ATP Tour event since changing his allegiance from Canada to Britain last year when he beat Martin Damm, of the Czech Republic, in the final of the Beijing Open on Sunday. As a result, his ranking had soared a further 22 places to 53 when the latest list was issued yesterday.

Kuli had his chances early in the second set but the Briton broke his opponent in the fifth game and swept home. "It was a tough match but I think I should have taken the first set before the tie-break," Henman said. "He fought back well but I felt more comfortable in the second set. I enjoy playing a tough match right from the start — it focuses you very quickly."

FOR THE RECORD

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Advertisement for Carro-Kann Defence chess set, including a diagram of the final position and a winning move.

Table with POOLS FORECAST section, listing dates and match outcomes for various sports pools.

Table with RUGBY UNION section, listing fixtures and results for various rugby teams.

Advertisement for WINNING MOVE chess set, including a diagram of the final position and a winning move.

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That already we have agreed to run our economy for the benefit of Europe as a whole? So decisions taken in Brussels can result in increasing your taxes and lowering your income.

And that now it is planned that we abandon to Brussels control of our foreign policy, our national security and our borders?

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As you will see from our Party Conference in Brighton on Saturday, we are not politicians and do not want to be politicians.

Our supporters come from all parties; left, right and centre.

Our only aim is to secure a referendum on Europe. Then we will disband, so that once again our supporters can vote for their traditional parties.

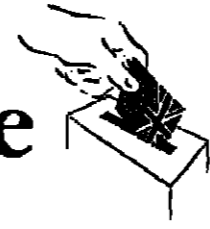
There can be no more important decision a country can face than whether or not to continue as an independent nation.

It is a decision that belongs to the people of Britain, not to its politicians.

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This advertisement prepared by Banks Hoggins O'Shea on behalf of the publisher: the Referendum Party, 1st Floor, Dean Bradley House, 52 Horseferry Road, London SW1P 2AF.

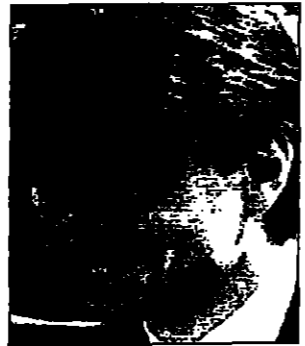
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Changing the guard for a second Clinton reign

FROM MARTIN FLETCHER IN WASHINGTON

TWO of President Clinton's top advisers, George Stephanopoulos and the Defence Secretary, William Perry, yesterday disclosed that they might not serve in a second Clinton Administration. A host of other senior officials, including the US Ambassadors to London and Paris, are also expected to leave if the President wins re-election.

Mr Stephanopoulos, who is 35 and the last survivor of Mr Clinton's 1992 campaign team, told *New Yorker* magazine that after five tough years at Mr Clinton's side he was burnt out. "I've had a great run, a great ride, but it feels like I'm done. It's not that I'm above it, but I can't do it any more. I just have to grow up."



George Stephanopoulos, left, and William Perry have hinted that they will not serve a second term



Warren Christopher, 70, the Secretary of State, is also expected to depart, further disrupting Mr Clinton's foreign policy team. Mr Christopher calls such speculation premature, but he is tired, his

dream of a comprehensive Middle East peace settlement is fading, and his wife wants to return to California. Last week he broke James Baker's record as America's most travelled Secretary of State. Madeleine



Madeleine Albright wants to be Secretary of State, but George Mitchell would also like the post

Albright, the United Nations Ambassador, is pressing hard to succeed him. She is thought to have Hillary Clinton's support and Mr Clinton would love to appoint America's first female Secretary of State, but



there is resistance within the State Department. Other contenders would be George Mitchell, presently Mr Clinton's emissary to Northern Ireland, Senators Sam Nunn, Chris Dodd or

great self-promoter and poor team player, Strobe Talbott. Mr Christopher's deputy would face confirmation problems unless the Democrats won the Senate and would more likely replace Mr Lake if he left the White House. Admiral William Crowe, the US Ambassador in London, was unavailable yesterday, but officials in Washington expect him to leave early next year, if only because his wife is ill. Tom Foley, the former House Speaker and noted anglophile, would be an obvious choice to succeed him. Pamela Harriman, US Ambassador in Paris, has equivocated since telling *The Washington Post* last April that "I've had enough", but officials expect she would return. Jean Kennedy Smith, the controversial US Ambassador

in Dublin, would almost certainly stay on. Mass exodus by exhausted staff are common when Presidents begin second terms and this would be no exception. Leon Panetta, the White House Chief of Staff, would almost certainly return to California and might run for Governor in 1998. Other senior officials who are expected to go are CIA Director John Deutch, who angered the White House by saying recent American action against Iraq had strengthened President Saddam Hussein; Hazel O'Leary, the Energy Secretary, whose lavish overseas travel has embarrassed the President; and Henry Cisneros, the Housing Secretary, who was investigated for concealing payments to a mistress.

Jester Gingrich plays politics of pantomime

FROM IAN BRODIE IN ATLANTA

NEWT GINGRICH cuts a tragicomic figure as he traipses around his constituency on the outskirts of Atlanta, brandishing a plastic bucket.

The chubby Speaker of the House of Representatives, and erstwhile leader of the Republican "revolution", has a diminished role in this year's election, other than as the butt of Democrats' stunts.

He lugs the bucket everywhere. Between stops it sits beside him in his minivan. This pantomime play is a memento from his glory days two years ago when "Newt's army" of Republicans wrested control of the House from Democrats after 40 years.

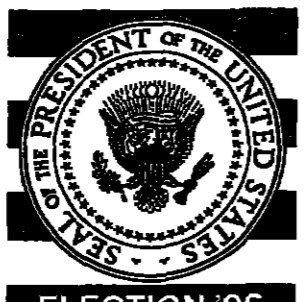
He promptly cancelled twice-daily deliveries of buckets of ice to every House member. The service employed 14, cost \$500,000 and had survived the invention of refrigerators for 80 years. "Here is a symbol of how we stopped the Democrats wasting your money," Mr Gingrich said, plunking his bucket on the lectern at a fund-raiser.

If only his *Contract With America* had been as simple. As it was, he ran into interference from President Clinton and intransigence from other Republicans. Parts of his plan passed, including welfare reform. Other ideas foundered, among them a balanced budget amendment to the American Constitution.

True, Washington embraced the Gingrich mantra



Gingrich: a pariah even among Republicans



ELECTION '96

that big government's days are numbered, but his radical conservatism quickly caused alarm. Democrats assailed his talk of reviving orphanages. He was attacked for saying that the agency running Medicare should "wither on the vine". He was ridiculed as a "cry baby" for complaining that his shabby treatment on Mr Clinton's plane had contributed to a government shutdown over the budget. In short, Mr Gingrich talked too much. His rhetoric was incendiary and frightening.

He had been hailed — amazingly in retrospect — as a potential President before plummeting from being *Time* man of the year to one of the most unpopular politicians in America. Adding to his troubles, he is still dogged by an ethics investigation into tangled allegations that he had used tax-exempt donations improperly. Nowadays Mr Gingrich is a pariah, even among Republicans. Many blame him for Mr Clinton's resurgence. He is like a West End actor relegated to rep. The oratory is still there, but the crowds and media interest have fallen away sharply.

California puts Dole team in disarray

FROM BRONWEN MADDOX IN WASHINGTON

BOB DOLE, his wife Elizabeth and his running-mate Jack Kemp descended on California yesterday with the Republican campaign strategy for one of the most crucial electoral states in disarray.

Mr Dole, who faces President Clinton in the second and final presidential debate tomorrow in San Diego, southern California, is reported to be considering an eleven-hour blitz on the Golden State. That would scotch persistent rumours that he is planning to abandon California, where he lags heavily in the polls; but it would drain millions of dollars from his campaign in other important states where he stands more chance of winning.

As the presidential race enters its last three weeks, Mr Dole, who continues to trail the President by double-digit margins in most polls, is wavering over the central planks of his strategy, including whether to criticise Mr Clinton's morals and where to deploy limited resources.

California offers a fifth of the electoral college votes needed for victory and Mr Clinton's campaign throughout has regarded it as a cornerstone of its electoral strategy. The state has a reputation for being harsh on candidates who neglect it and Mr Clinton has swamped it with attention, visiting 29 times in four years.

Republican advisers say they are taking encouragement from Friday's respected Field Institute poll, which indicated that Mr Clinton's lead in California had narrowed by four percentage points, to ten points. Newt Gingrich, the Republican Speaker of the House of Representatives, has also been urging Mr Dole not to write off California.



Mordechai Vanunu's message to the media outside a Jerusalem court explaining his kidnapping by Mossad in 1986

Ten years on, Israel's nuclear whistle blower stays defiant

FROM CHRISTOPHER WALKER IN TEL AVIV

AFTER spending 3,662 days in solitary confinement, the longest recently endured by any prisoner in the Western world, Mordechai Vanunu, the Israeli technician who revealed Israel's nuclear secrets to *The Sunday Times*, remains defiant.

Yesterday a truncated message to the outside world from the man who, at his last supreme court appearance in December was forced to wear a mask to prevent him speaking to the media, was read to the first international conference of his supporters by Susannah York, the actress.

In words dictated to one of his brothers before prison authorities could intervene and return him to the tiny cell

which has been his home since his kidnapping in 1986, Vanunu — who on Sunday marked his forty-second birthday — said: "I thank you all. I am happy for revealing what I revealed."

Ten years ago this month his story, carried across three pages of *The Sunday Times*, disclosed that Israel had a nuclear arsenal of between 100-200 warheads which has still never been admitted publicly and makes it the world's sixth nuclear power. The information has never been debated by the Israeli parliament and remains a non-subject in the Israeli media.

The two-day conference, shunned by a number of Israeli universities but eventually staged at a beachfront hotel amid the uncomfortable presence of secret service agents, was the biggest boost yet for Vanunu's hopes of securing release before 2004.

Campaigners from around the world listened to details of his kidnapping by Mossad and his deteriorating mental state, including growing paranoia. Among the many calls for his release was one from Anthony Grey, the former Reuters correspondent turned best-selling novelist.

Mother to defend dissident son in trial

FROM JONATHAN MIRSKY IN HONG KONG

THE mother of Wang Dan, the Chinese dissident once named by China as its "most wanted" counter-revolutionary, is to defend her son in a coming trial at which he could be sentenced to death for allegedly attempting to overthrow the Government.

The action she is taking is unique in China's legal history. Mrs Wang Lingyun, 61, speaking on the phone yesterday from Peking said her 26-year-old son wanted her to defend him, alongside his other lawyer. Mrs Wang believes the trial will begin this week. She will defend him against the charge that he had collaborated with foreign subversive elements, which she says amounts to no more than doing a correspondence course at the University of California.

Mr Wang's main lawyer will concentrate on the other charges against him, such as collaborating with internal counter-revolutionaries such as Wei Jingsheng, a nominee for this year's Nobel Peace Prize. Wei is presently serving a 14-year sentence; this was imposed two years after he completed nearly 15 years of a previous term.

Mr Wang, a student leader during the pro-democracy demonstrations in Tiananmen Square in 1989, was soon afterwards placed on top of the "most wanted" list. He served four years in prison, followed by constant detentions, until his disappearance into police custody 17 months ago. His parents say they have neither spoken to him since his detention, nor do they know where he is being held.

Mr Wang's trial comes just after last week's jailing of Liu Xiaobo, another Tiananmen veteran, for three years at a labour camp. In late September Liu had written a pamphlet with Wang Xizhe — another veteran dissident, who surfaced in Hong Kong over the weekend and was expected to fly to the United States last night — calling for the impeachment of President Jiang Zemin.

The imprisonment of nearly all dissidents presents President Clinton with a problem. He has maintained for a year that Communist China is more likely to treat dissidents better if Washington abandoned its threats of sanctions.



Wang Xizhe: smuggled out to Hong Kong

Thatcherite conversion ends ANC vision of road to socialism

WHEN the African National Congress took power in South Africa it was no secret that many of its most influential supporters — especially the Communist Party and the trade unions — saw its triumph as a stepping stone to full-blown socialism.

President Mandela's strategy to produce 6 per cent growth and 400,000 jobs a year in South Africa is foundering. R. W. Johnson writes in Johannesburg

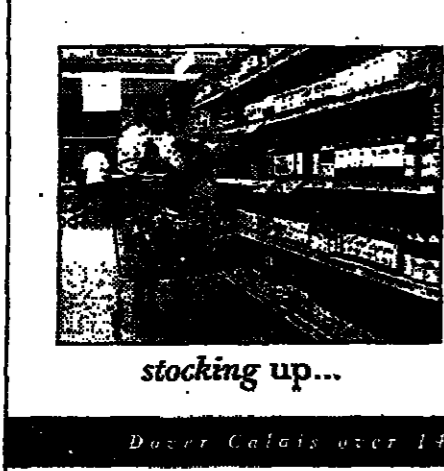
ed by the International Monetary Fund (IMF) and the World Bank. Under the urgings of Thabo Mbeki, the Deputy President, the RDP has been shelved, indeed almost killed off. It is clear that virtually all the RDP targets will be missed by a mile, the programme's office has been shut down and in practice the Mandela Government has simply lacked the administrative ability to spend the money allocated to the RDP.

More strikingly, though, the Government has quietly undergone a conversion to Thatcherite economics. Inflation of about 8 per cent is being mercilessly squeezed down by one of the world's highest real interest rates — most homeowners are paying 18 per cent or more on their mortgages. The Government's macro-economic strategy, backed by the IMF and by Germany and Britain, calls for a draconian cut in the budget deficit from 6 per cent of gross domestic product to 3 per cent, a sweeping privatisation programme and the reduction of labour market inflex-

ibilities. To the growing chorus of discontent that this strategy has provoked, Mr Mbeki has even borrowed Thatcher's famous line: "There is no alternative."

Just how tough this is being realised by watching the puffing and panting of European Union states to get down to the same 3 per cent deficit and 60 per cent debt ceilings laid down by Maastricht. South Africa, with far less fat to cut, is in effect aiming to meet the Maastricht criteria by 2000 although it has no EU to join.

The mood within the Finance Ministry as the possible cuts are reviewed is said to be tense, even panicky, for there is no doubt that the political reaction to austerity on this scale will be hugely unpopular with the ANC electorate. News that the Government has just taken its first loan from the World Bank has, irrationally, spurred criticism on the Left but this will be nothing if, as seems certain, the unions face large public-sector job cuts in the next budget and the Government eventually has to seek IMF support to sustain the rand when it finally abolishes exchange controls.



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Christopher Thomas reports from Kabul as Taleban's vital supply line is cut

Warlords lay plans to recapture the capital

FORCES opposing Taleban met in the strategic Salang Pass yesterday to discuss moving south to capture Kabul, Afghanistan's capital. Their top commanders met in jubilant mood at a spot surrounded by the snow-covered Hindu Kush mountains.

The anti-Taleban forces have consolidated their hold on the important towns of Jabal-us-Siraj and Charikar, a few hours' drive north of Kabul. This puts them within striking distance of the capital and has denied the Islamic warriors, who captured the city on September 27, a vital supply line to their forward positions.

General Ahmed Shah Massoud, the defence chief of the ousted Government, met General Abdul Rashid Dostum, the Uzbek warlord who controls six northern provinces, for talks. General Dostum, who yesterday recognised Afghanistan's ousted Government, has massive amounts of armaments, including fighter aircraft. He has close relations

with the former Soviet republic of Uzbekistan, which supplies much of its equipment.

General Dostum's forces have not been directly involved in the counter-offensive so far. There was small-arms fighting last night less than ten miles north of Kabul, mostly in a battle for control of the important Bagram military airbase.

General Said Jaffer Naderi, a senior member of General Dostum's forces, said his backing so far had been logistical. "This meeting is to decide the future - what we will do together. Working together is the only way to defend Afghanistan."

He added that it was hoped to take Kabul by negotiation, but hinted at an offensive if such tactics failed.

Taleban insisted last night that it retained control of Bagram airbase and that Kabul was too heavily fortified to fall. It is making the presumption that General Massoud will not attack Kabul with shells and rockets because of the



A Taleban fighter with a machinegun prepares to leave Kabul for a frontline position as Islamic warriors lost more ground to ousted government forces

inevitable civilian casualties. General Massoud has said that he withdrew from the city to save it from shelling by Taleban.

General Massoud, whose Tajik forces are centred on the Panjshir Valley 40 miles north of Kabul, has again demonstrated his prowess as a guerrilla fighter. In the 1980s he was a hero of the war against the Soviet Union, which never

conquered the valley or flushed General Massoud out of it, despite carpet-bombing and landing thousands of paratroops, most of whom perished.

Tajik civilians flocked to join his army yesterday. They are fired with the thought of marching back into Kabul, which General Massoud seized in April 1992 from the former Communist Government of

President Najibullah, who Taleban hanged last month after seizing him from a United Nations compound.

General Dostum's forces occupied strategic positions around Charikar and Jabal-us-Siraj yesterday. If the two armies jointly attack they could probably drive Taleban out of the capital, but civilian losses probably would be high. General Dostum reiterated last night that he would prefer to take Kabul by negotiation.

Taleban said yesterday that it was ready for peace talks with General Dostum, but that negotiations with General Massoud were out of the question. It also announced the establishment of a commission to consider the status of women, who have been ordered to stay at home and

give up their jobs. Its report would take "some time" to prepare, Taleban said. It would ultimately be up to the high court to decide whether women could work and what clothes they should wear.

This will not satisfy international aid agencies, whose work is being severely disrupted because of the absence of women to implement some of their projects.

WORLD SUMMARY

Kurdish rebels advance

Nicosia: Iraqi Kurds opposed to Baghdad made further gains yesterday after recapturing their stronghold of Sulaimaniya on Sunday but said they would not attempt to retake the key city of Arbil as it was ringed by Iraqi tanks (Michael Theodorou writes).

Patriotic Union of Kurdistan forces were reported to have fought to within 25 miles of Arbil, from which they were ousted in August by the Kurdistan Democratic Party.

UN condemns Cyprus killing

Nicosia: The United Nations peacekeeping force in Cyprus condemned the shooting of Petros Kakouli, a Greek Cypriot who strayed into Turkish-held territory on Sunday (Michael Theodorou writes).

The UN said the killing was a "deplorable and unnecessary use of lethal force."

Court overturns scarf expulsions

Grenoble: A court here has overturned the expulsion by two French schools in 1994 of seven Muslim schoolgirls for refusing to take off traditional headscarves in class, judicial officials said. The expulsions had caused widespread anger among France's three million Muslims. (AFP)

Children's scrap sparks gunfight

Cairo: A squabble between two small children in south Egypt led to a clash with machineguns between their Coptic Christian and Muslim families, wounding 20 people including their fathers, police said. Police arrested 15 people who took part in the fighting. (AFP)

It's a snip

Blenheim, New Zealand: A mother of six made a successful £147 bid for a vasectomy for her husband at a charity auction in this South Island town, the New Zealand Press Association reported. (Reuters)

Pariah widows bear brunt of city's despair

By Christopher Thomas

KABUL'S 30,000 war widows are despondent. Their families throw them out, there is no hope of remarriage, their malnourished children must scavenge. And now, banned from working, many are on the edge of starvation.

Widows, who are often also blamed for their husbands' deaths - they failed to pray hard enough for their safety - are the greatest victims of Taleban's ban on female employment. Many are squatters in bombed-out houses that cling to the rocky hills surrounding the capital, a suburb of Afghanistan's most desperate and isolated people. "We are no better than dogs," Farzana, about 25, says.

Before the Taleban Islamic militia captured Kabul last month, Farzana worked in a project run by Care International, teaching women how to

My husband's family threw me out: they could not feed me or my children

knit. She earned enough to feed herself and her two children, aged six and four, but now she must stay at home and ponder a desperate future.

Her husband was killed in a rocket attack on Kabul four years ago and since then she has lived from her knitting skills. Now she cannot even work from home because Care does not have any Afghan women employees to deliver wool. A man would not be allowed to deliver supplies under Taleban's strict segregation rules.

War widows, who have an average of four to five children, live alone or with groups of other widows, such as their pariah status. Many are beggars, sitting silently hour after hour at the entrances of mosques, wrapped in a

burqa (veil), or wandering the streets with hands outstretched. Some used to scratch a living by going door-to-door offering to wash clothes or clean houses, but even that has stopped.

They could earn about a pound a day doing domestic work, enough for two or three large pieces of naan (bread). Heather Robinson, 31, from Liverpool, who works in Kabul for Care, said half the widows had debts of about £20, usually owed to the baker, a neighbour or a relation.

A survey of 5,000 widows conducted by Care found that 76 per cent had no income and survived from scavenging or borrowing. Before war broke out 17 years ago, widows and their children were traditionally protected by the late

Refugee families flee to Pakistan

FROM REUTERS IN PESHAWAR

AT LEAST 10,000 Afghans have fled to Pakistan since the capture of Kabul by Taleban, a United Nations official said yesterday.

"About 9,000 to 10,000 people have come to the Nasir Bagh camp on the outskirts of Peshawar," Anoush Daneshwar, deputy head of mission for the UN High Commissioner for Refugees (UNHCR), said in Islamabad. "The real figure is much higher because many people go and stay with their relatives and are not registered by UNHCR or the Pakistani authorities."

Mr Daneshwar said 50 to 70 families a day had been heading east from Kabul in the past week, but described this as normal for the time of year, when many people move to the eastern city of Jalalabad to escape the harsh Kabul winter. But Taleban fighters have intervened to stop men from taking families or household goods with them.

□ Dushanbe, Tajikistan: Six Islamic rebels were killed in clashes with Russian troops while trying to cross the border from Afghanistan and a soldier died when a Tajik army unit was attacked, according to officials. (AP)

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How I learnt to survive after the Andrew Neil affair

PAMELLA BORDES INTERVIEW

'I could be drinking alcohol or shooting up. I could have given up on the whole world'



Pamella Bordes and Andrew Neil, Editor of *The Sunday Times*, during the Commons scandal

Pamella Bordes has no home. She drifts through India taking photographs, sleeping in huts and hotels, crashing with friends and borrowing houses. She works a while, saves money, and roams until it runs out. She is not ambitious, not married and uncommitted. And she is no longer Pamela Bordes. She is Pamela Singh, a Jat from farmers' stock whose past, she thought, was buried. "I would like to be left in peace," she says. "Everything has kind of settled down in my life."

The former Miss India, who had Fleet Street in a frenzy seven years ago with tawdry tales of sex with editors (well, at least one of them), liaisons with a royal, with politicians and with the wealthy, has reinvented herself. She has produced the dummy of a book of text and photographs on Indian women — town women, village women and prostitutes. She moved into a friend's house in the Rajasthan town of Jaipur this month to start writing. Now she is somewhere else in India, hiding from the fresh frenzy that will accompany publication of the autobiography by Andrew Neil, former Editor of *The Sunday Times* — one of her lovers in summer 1989. He devotes much space to her.

The book, she says, is "inconvenient because again it puts me back in the news. I do not like it. Why should my name be brought up again? These guys should deal with their own lives and stop dragging me in. It is a pain in the neck for me now because I am going to have journalists chasing me around. It was a long time ago. I was different then, so young."

She met Neil at the Tramp nightclub in London's West End. "He was funny," she recalls. "Whatever I said, he made a joke. I didn't know who he was. How would I? I am not from Fleet Street. I had just arrived in England. It was a genuine friendship and I was fond of him. I haven't had any contact with him since those days. It is better that way. You move on. I am perfectly capable of looking

Pamella Bordes breaks her seven-year silence and talks to Christopher Thomas in India

after myself without having his name attached to me." She is 34 and strikingly dressed. She wants to be taken seriously as a photographer. She lives with a cameraman, her partner of five years, when she visits New York, but India is her main home. She thinks that one day she might live in southern India; she might take over some family land and live on it; she might move into the Rajasthan desert; she might get married; she might have children, although she doubts it. "Hasn't India got enough children? I would never have them here." Her plans are fluid and unsettled, like her strange, rootless life.

Her father died when she was very young. At the age of five she went to boarding school — a tough, loveless institution in the northern mountain state of Himachal Pradesh. Later she moved to boarding school in Jaipur, a town that comes closest to being home. She taught herself photography while still at school. After the trauma of her London days, she says, photography saved her life. She is passionate about her book project.

"India's street culture was never considered art because it was too close to home," she says. "It was not considered aesthetic because it was frightening. Previously, photographers concentrated on cliché im-

ages of beautiful palaces and village women with pots on their heads. There is turmoil in the cities and the streets are full of interesting pop imagery. It is impossible for me to ignore it."

She divorced her French husband Dominique Bordes seven years ago and now uses her unmarried name. Pamela has reverted to Pamela. Only one man currently obsesses her — her father, a major in the Indian Army, who died in the Himalayas during the war with China in 1962. She thinks his remains may still be there, 40 feet down a ravine where he fell, and she would like to take an expedition to recover them. "We would have to take yaks because it is so high," she says.

The detailed story of his heroism, for which he was awarded India's top military commendation, has lately surfaced in research by the maharaja of Patiala. She learnt that he froze to death. She has been calling doctors to ask how long he might have suffered. She thinks he used to visit her as a child, when her room, his portrait on the wall, would go cold. "I only found out a couple of months ago exactly how he died. I cried for days, thinking of him down there, cold and alone."

The "Pamella Affair" was a relatively undamaging scandal. No state secrets were revealed and no careers were ruined, although a marriage or two may have been shaken. The former part-time House of Commons researcher fled to Bali in Indonesia to escape the press, but reporters found her. She was pursued to Hong Kong, where she went for treatment after a road accident, and reporters barged into the doctor's consulting room. Police were called to keep them out. She disappeared to southern Africa, where they never found her. "I lived alone in the desert. I healed there." She says she stayed in Africa for five years.

"It was a painful time, physically and mentally. I could not make good decisions because I was so ill. I did recover quite quickly. I could be drinking alcohol now or shooting up. Anything could have hap-



With Andrew Neil's memoirs published, the reconstructed Pamela Bordes, now Pamela Singh, is in India hiding from the press

pened. I could have given up on the world. For me the biggest achievement is that I can still like and trust people. I blindly trust people and nobody can understand that. I do not want to lose that. I am not going to lose my spontaneity."

She thinks her book project will take another two years. "When I look through the camera lens, life is in focus. I did not choose photography; it chose me. Sometimes I stay in the darkroom for three days, sleeping on the floor." She believes she must make it as

a photographer in New York, centre of international photo-journalism, to win full professional credibility. "I am anonymous in New York. There is no press interest in me there."

The interest in me is an English thing. I never look back on those days. This is the weirdest thing. It is neither black nor white. There is nothing to it. Andrew Neil was around for a few months and I moved on. Then it was somebody else.

"At the time I felt well of him. Time is a precious thing and when you spend time with somebody you

cannot waste it. I liked Andrew because he was a self-made man from a council estate in Scotland. He has become somebody. To be self-made is a big deal."

She loves India, but hates Delhi with its pollution and crowds. She is friends again with her mother after a long estrangement following the London notoriety. The biggest force in her life now is her father, she says. She was obsessed with him until she was 16 because he was missing in action and perhaps she thought, not dead. "I fantasised that he was a prisoner of war and might come back. When you have a

father who was so brave you want to do well, too."

"Every time I am in trouble somebody is there to help me. A stranger comes into my life when I need someone. I have had my fair share of trouble. I don't want much in life. I don't need much. You can live in India very cheaply. I am looking for some land to buy in Rajasthan. I might settle there. After a while you have seen it all. I don't go to parties any more. They don't interest me. Some people work to travel. I do it the other way round. I really think I have found myself."

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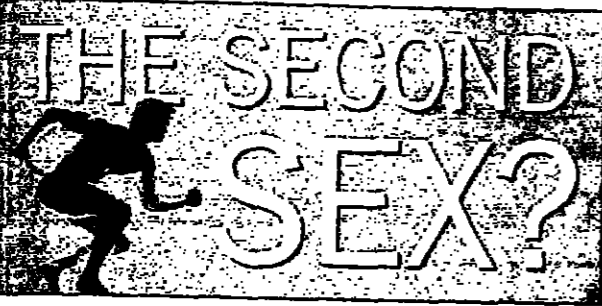
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Day two: Maureen Freely on the results of feminism; Giles Coren on manliness; Lotte Hughes on Masai men

Neither slipper slave nor hairy-leg brigade



In *A Room of One's Own*, Virginia Woolf imagines herself in the British Museum, reading a monumental work by a Professor von X entitled *The Mental, Moral, and Physical Inferiority of the Female Sex*. Why, she wonders, did he and so many other male authors need to give the subject so much time and energy?

She concludes that they needed to think of women as weak so that they might feel strong in comparison.

"Women have served all these centuries as looking-glasses, possessing the magic and delicious power of reflecting the figure of man at twice its natural size. Without that power the earth would still be swamp and jungle," she says — but with it, men "start the day confident, braced, believing themselves desired at Miss Smith's tea party; they go to themselves as they go into the room. I am the superior of half the people here..."

In the 50-odd years since Woolf wrote those lines, the Professor von Xs of the world have had to make do with an ever-decreasing stock of magic looking-glasses. They blame feminism for this tragedy, so naturally they wish it would just go away.

Like exiled Romanovs, they live in perpetual mourning for the days when manual labourers could look forward to playing tsar in the comfort of their own homes.

This is true even of men who would never dream of uttering a misogynist sentence. Too often they speak wistfully about having come into manhood a generation too late.

More than once, I have seen Frank, my own staunchly egalitarian partner, have an envious sigh at the sight of my father sending my mother off for his slippers, his lunch, his sixth coffee in an hour. That said, I doubt Frank would be at all happy if he did suddenly find himself saddled with all those old "first sex privileges".

I don't think he realises how helpless my father feels in his deep culinary ignorance, how he panics when unforeseen events mean that he might have to put a ready-made meal into an oven *all by himself*, and how he does go hungry sometimes.

My mother, who was brought up to believe it was unladylike to talk back, is in the habit of expressing her displeasure by cooking (frankly hairy-leg brigade territory, but are now part of basic humanitarianism).

I don't think Frank would like it if I did that to him. He would accuse me of trying to emasculate him, and he would be right. He does all the cooking in our house, partly to feed me to do more work and earn more money. If I woke up tomorrow and told him that I had had enough of the workplace and wanted to devote myself to fetching his slippers and bring toasted cheese sandwiches to his desk, he would be right to accuse me of letting the family down and thinking only of myself.

As my father could tell him, these first sex privileges don't come cheap. Frank belongs to the first generation of men who could get married without necessarily taking on a life-time dependent.



The most dangerous sexism is not in male attitudes, but in the idea that one sex has to take precedence over the other

So no, feminism hasn't been all debit for the men of the world. The proof of its success is in the number of issues that used to be considered wild and radical hairy-leg brigade territory, but are now part of basic humanitarianism.

It takes decades, perhaps even centuries to change these things. If there isn't a feminist impetus, it just won't happen. If there isn't a feminist watchdog, it's more than likely that we'll lose the rights we've already won. This is not because men are plotting to return us to the slot labelled "second sex", but because culture has a way of reverting to type.

Of course, most men I know assume that you can't be a feminist without believing all men are bastards. They think so because this was the sort of thing a lot of prominent feminists said — and meant — when the most recent movement began in the early Seventies. But the world was

different then. There really were two separate domains in those days — the public one in which men dominated, and the private one in which female dependents held their own by cooking delicious, but very tiny, meals. Now both worlds are peopled by men and women.

As good as that might be for those of us who believe in equal rights, it creates new problems. The global economy has created a market place that never goes to sleep and gives no man or woman a job for life. How to bring up a family? Own a house? Have a life? These are questions that neither Professor von X nor female dependents held their own by cooking delicious, but very tiny, meals. Now both worlds are peopled by men and women.

The day we can seriously consider putting feminism behind us, is the day when no man sees any point in arguing that we don't need it.

WARRIOR CASTE

Men and women don't seem to know how to read each other any more. We fail to recognise the signals, we don't know who should make the moves and so too often, we're notoring on parallel tracks. But rather than trade insults or retreat, why not admit to our mutual vulnerability and need?

Playing "cool", a useless concept even when it was first coined in the Sixties, has a lot to answer for. The idea is even more pathetic now — recycled as an accessory to brown hipsters and Mondrian shirts. Cool is what passionate people do when they're hiding. It's immobilising, infuriating, and essentially solitary.

The problem today is not so much that men behave badly, but that they don't do anything at all. Cool has led to emotional immobility and a sexual stand-off that serves no one.

The Masai, considered by many to have "real men" qualities, would never behave in such a way. Warriors dance, sing, cry, show tenderness, laugh, fight a little (it's officially outlawed), talk a lot to their sweethearts, take care of their families and communities. They may look tough, but they are true gentlemen with perfect manners.

I know because I lived with Masai warriors and their families in East Africa, and carried on a long romance with one.

What did I find so refreshing? Openness, warmth, humour, and a complete lack of neurosis. As Gerald Hanley wrote in *Warriors and Strangers*, "A good definition of the ridiculous or the impossible would be a Masai on a psychiatrist's couch talking about his sex problems or any other problems."

Though certain taboos are observed, sex is guilt-free for both men and women. And though Masai society is patriarchal and polygamous, I found that women have a fair amount of power and sexual freedom. It is not uncommon for an ageing wife to consort with a warrior of her son's generation, as long as she is discreet.

Real warriors are also fearless. How can a girl fail to be impressed when her lover dashes off naked into the night to chase away noisy hyenas?

Western men, black or white, cannot import what these warriors have — it's not for the taking — but they can learn a few lessons from the boys in the bush.

It is a very tough act to follow. These men are attractive because they are "centred", self-assured without arrogance, knowing exactly where they stand in a society where roles are clear-cut and young men have status as defenders of the realm.

These men are truly in touch with their bodies. The Masai don't play drums; they use their bodies to make music such as throaty singing. Then they channel the energy into making love, not war.

They are also unashamed to cry and get emotional. I've seen real warriors weep and shake when their mothers shave off their locks at the Eunoto ceremony, which marks the passage to adulthood. My boy friend said: "Crying is not a weakness — why should it be? It just shows you have sad thoughts."

Unlike British men who hang back when the going gets tough, these warriors defend their territory and their girlfriends. To my surprise, I rather liked it.

And they're actually great talkers, who communicate what they feel and think in a non-confrontational way — without dwelling on the past. Disputes in Masailand are settled by talking. When I asked my boyfriend what most disputes were about, he said: "Division of labour and passion."

Love is expressed freely. As my warrior later wrote: "I have been dreaming of you, then I decide to write... I love you, and will keep on loving you forever."



Real warriors weep: haircuts make them cry

LOTTE HUGHES

I.Q. of 145 and Can't Remember?

A SIMPLE technique for acquiring a powerful memory has just been announced. It can pay you real dividends in both business and social advancement. It works like magic to give you added poise, self-confidence and greater popularity.

Many people do not realise how much they can influence others simply by remembering accurately everything they see, hear or read.

For example you can learn names, faces, facts, figures and foreign languages faster than you ever thought possible. Whole books and plays can be indelibly imprinted on your memory after a single reading. You could be more successful in your studies and examinations. At parties and dinners you may never again be at a loss for appropriate words or entertaining stories. In fact, you could be more poised and self-confident in everything you say and do.



Forget facts, figures?

Full details of this easy-to-follow method for developing a powerful memory have been printed in a fascinating booklet, "Adventures In Memory", sent free on request. Just fill in and return the coupon below (no need to stamp your envelope). Or send your name and address to: Memory and Concentration Studies (Dept. 75425 J, FREEPOST 198, Manchester, M60 3DL.

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A MAN'S PLACE

I do not make much of a lad, at the best of times. My attempts at blokishness almost always end in tears. But there used to be places that a man could go to, and one or two things that he could do, which allowed him to live the illusion once in a while. But all that has changed and manhood stands, as it were, on the edge of extinction.

I used to go to football, once a fortnight. Unshaven, dressed in a sleeveless Union Jack T-shirt, I rugged on Wood-bines and hurled abuse at foreign players. And then along came Nick Hornby, and Skinner and Baddiel, and Anna Walker from Sky Sport. And suddenly football was a place for birds. And then girls. And then women. And then ladies. At first there were only a few — nudge, nudge, wink, wink. Don't like the look of yours much — but now there are rows and rows of them, singing and cheering and wearing the team colours. I have had to start shaving on Saturday mornings, as if I were going to a dinner party. I iron a shirt, dab on a spot of cologne and brush my hair. Tragic. Have you ever tried holding open a runstile for a woman? If you can't spit, swear and smell bad, what can you do?

Women have begun to take part in every sphere of life that used to be reserved for males, and the result is that men are being repressed.

So I spark up a fat cigar to tap into that Churchill-Schwarzenegger-Castro side of myself — the bearded, war-winning Terminator that lies dormant for most of the day. And as I puff, I turn to the style pages to find that cigar-smoking is the in thing for women. That Demi Moore, Zoë Wamaker, Madonna, even Twiggy, are rarely seen without one. Twiggy? I do not suck a great big nasty Romeo Y Julieta No. 1. I can look like

Poker has not been the same since a woman called Gloria took £250 off me in a hand at the Victoria Casino on Edgware Road, and said, as she raked in the chips: "I've seen that play so often I felt like saying 'hello'." Pool comes into the same bracket. Pool clubs used to be badass places where you put the cash on the table, tossed a coin, then smashed your opponent. Now you get drinks for your girlfriend while she plays doubles with her mates, and the Hell's Angels queue quietly for a vacant table.

Nothing I do anymore, but nothing, marks me out as a man. The final word, after which I need say no more, is about nightclub lavatories. Women, identifying that the queues for the ladies are, for obvious reasons, much longer than those for the men's, have started brazenly flouting urinal convention.

"I need to pee just as much you, don't I?" said a young woman whom I challenged at the washbasin of a heaving nightclub. I suppose she did.

AN EXCLUSIVE READER OFFER THE TIMES

GET A FREE BOTTLE OF WINE FROM SAINSBURY'S

Wine for every reader worth up to £4.99

- The Times offers you an exclusive opportunity to get a FREE bottle of wine from Sainsbury's.
- There are four delicious wines to choose from, three from Australia and one from California.
- You will need seven differently numbered tokens, six from *The Times* and one from *The Sunday Times Style* section on October 20, 1996.
- Sainsbury's Wine Without Worry promotion makes it easy to try a different wine on a "like it or take it back" basis. This month you can choose from more than 70 different wines which are reduced in price.

HOW TO GET YOUR FREE BOTTLE OF WINE

Choose one wine only and tick the appropriate box on the form in yesterday's paper. Sainsbury's will send you a free wine voucher, valid until December 20, 1996. These wines are available from all Sainsbury's stores but should your chosen wine be temporarily out of stock, you can exchange your voucher for any of the other three offer wines.

CHOOSE FROM THESE FOUR QUALITY WINES

- Penfolds Koonunga Hill Chardonnay, £4.99. A combination of grapes from premium vineyards produces an intense, peach-like flavour, excellent when young and fresh, it also matures well.
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- Jacob's Creek Chardonnay, £4.99. This wine combines premium fruit from cooler vineyard areas with the rich fruit character of grapes from warmer regions.
- Gallo Chardonnay, £4.49. Medium bodied, with fresh citrus and apple aromas and flavours, this is one of Sainsbury's most popular Californian Chardonnays.

THE TIMES A FREE BOTTLE OF WINE AT SAINSBURY'S TOKEN 2

Terms and Conditions: Applications for a free wine voucher must be submitted on an official application form and be received by Friday November 1, 1996, accompanied by seven differently numbered tokens, six from *The Times* and one from *The Sunday Times Style*. You will be sent a wine voucher valid until 20/12/96 at Sainsbury's or Sainsbury's stores in Great Britain only. Vouchers will be despatched by Sainsbury's within 21 days of receipt of application. Offer applies to persons aged 18 years or over. The offer is subject to availability, and excludes employees of Times Newspapers Limited, their families or agents. No cash alternative available. Only one application per household permitted. Multiple applications from trade or consumer groups will not be accepted. Proof of posting will not be accepted as proof of delivery. No responsibility can be accepted for damaged, incomplete or illegible applications. No photocopies accepted. Entry to the offer is deemed as acceptance of these terms and conditions. Promoter: J Sainsbury plc, Stamford House, Stamford Street, London SE1 1LL. (No applications to this address).

CHANGING TIMES

GILES COREN

OBITUARIES

HENRI NANNEN

Henri Nannen, German journalist and art collector, died on October 13 aged 82. He was born on December 25, 1913.

For more than 30 years Henri Nannen was one of the most powerful men in European journalism. As editor-in-chief of the German magazine Stern, which he founded in Hanover in 1948, he created the supreme example of a glossy, general-interest weekly, each issue a bristling and serious news. It was a potent formula, much copied, and it brought Nannen wealth and influence. Stern's glory days, and the great career of the man known as "Sir Henri", came to a dismal end in 1983, with the fiasco of the forged Hitler diaries.

the diaries were authentic; it only because he, like most of the others, had never actually looked at them too closely. The furore of the bogus diaries was in some ways a consequence of Stern's earlier triumphs. Nannen had always edited by instinct, and his journalistic instincts were ruthless. In its very early years, Stern's aggressive reporting led more than once to trouble with the Allied occupying authorities; then, as throughout the three decades of Nannen's editorship, the magazine was as likely to make news as to report it. Sensationalism was never far away, but it was a policy that paid dividends in advertising and circulation. It gave Stern both the confidence and the cash to bring off its most catastrophic coup.



Henri Nannen was born in Emden in northern Germany. His father was a policeman and sometime social democratic councillor, later dismissed without a pension by the Nazis. After attending the local Gymnasium, Nannen worked briefly as an agricultural labourer and did a one-year apprenticeship as a bookseller, before studying history at Munich University in 1934. His interest in art remained with him, and he was to build up one of Germany's most important collections of 20th-century painting.

publicly offered to run uncensored articles by East German writers, if the GDR's Communist regime would reciprocate by printing uncensored material from the West: the offer was not taken up. More seriously, he combined a belief in closer relations with Eastern Europe with an unwavering concern for human rights. This made him a close ally of the Social Democratic regime of Chancellor Willy Brandt in Moscow and Warsaw, Nannen was at his side. Nannen turned Stern's influence to good effect on the wider world stage, too, launching an Ethiopian appeal in 1973 which raised some DM22 million in a matter of weeks. But some of the other occasions on which the magazine itself made headlines were less edifying. In 1962 it offered a large reward for the return of a valuable stolen painting, promising not to report the thieves to the police: the play worked, to widespread disapproval. In 1975 Stern was criticised for printing a transcript of a huffed telephone call by Helmut Kohl. And in 1978 Nannen was taken to court by a group of feminists, protesting that his magazine's endless parade of bottoms and breasts degraded women; he responded by passing nude pictures of two of the protesters round the courtroom.

PROFESSOR TOM AP REES

Tom ap Rees, Professor of Botany and Head of the Department of Plant Sciences, University of Cambridge, was killed in a cycling accident on October 3 aged 65. He was born on October 19, 1930.

of plants has never enjoyed the glamour or the funding of other aspects of biology. Tom ap Rees fought to redress this imbalance as a member of the Science and Engineering Research Council's committee on plant science and microbiology, of which he was chairman from 1985 to 1987, and again on the plant and microbial sciences committee of the Biotechnology and Biological Research Council, which he chaired from 1991.

GENERATIONS of Cambridge cell biologists will remember Tom ap Rees's unique style of lecturing. With half an eye to student ratings, the average don in a woolly pullover today jokes his way through the annual hour, mainly sharing the fruits of his intellect with a relaxed audience which knows that anything of any importance that he is saying is in the wedge of notes supplied. Immaculate in starched collar, ap Rees would launch fusillades of fierce admonitions, unaccompanied by laying down the black and white of wrong and right. Like an Old Testament prophet, he spoke with utter conviction, and a severity of tone that instilled in his undergraduate listeners a profound respect. Surprisingly, his lectures were still among the most popular. He had the gift of rendering down the maze complexities of metabolic pathways and their intricate webwork of mutual interaction to the stark essentials, expressed with firm clarity and so accessible to all. More important, he espoused a philosophy of experimental science that many students found so compelling that they adopted it working in his laboratory on research into plant metabolism for a PhD that would launch their own careers.

LIEUTENANT-COMMANDER DUDLEY DIXON

Lieutenant-Commander Dudley Dixon, DSC and two Bars, MBE, home secretary of the United Society for the Propagation of the Gospel, 1947-82, died on October 1 aged 80. He was born on August 30, 1916.



DUDLEY DIXON was one of the gallant band of men who, during the Second World War, crewed the fast and lightly-built motor torpedo boats and motor gunboats of Coastal Forces during the many savage battles fought, mostly by night, in the narrow waters of the Channel and North Sea. Stealth and tactical skill often led to contact at very short ranges with enemy convoys and their escorting E-boats or destroyers.

On battlefields noted for power and nimble ship-handling. Casualties were high but the successes of the actions were illustrated by the many decorations awarded to Coastal Forces men.

After his initial training, Dixon was appointed in 1942 as an RNVR officer to HMS Beehive, the Coastal Forces base at Felixstowe where he was soon to be put in command of motor torpedo boat No 452. His first DSC was won in a spirited night action off Cherbourg on May 11, 1944, some three weeks before D-Day. Wounded in the leg, he was back in action by the time the invasion began, although still walking with a pronounced limp. As the artist and naturalist Peter Scott - then serving as a lieutenant-commander - was later to write, it would have taken more than a limp to keep Dixon out of the fighting. Constantly in action off the Cherbourg peninsula, Dixon's flotilla was in the thick of the

most dramatic and successful period of Coastal Forces' operations - a week at the end of August 1944 - when the Germans were trying to reinforce and then evacuate Le Havre by sea as well as interrupt the logistic support of the invasion forces. One particular action began with Dixon's group of three MTBs chasing three E-boats until they joined a convoy off Fécamp. Moving in to attack the convoy, he found three coasters about 400 yards off shore, strongly escorted by E-boats. Under the bright glare of starshells and constant fire from shore batteries, he set one coaster on fire and damaged an E-boat. Under cover of this diversion the French destroyer La Combattante was able to creep in and sink two further ships and an E-boat. The convoy turned back but was wiped out by further MTB attacks. Two nights later Dixon was again co-operating with La Combattante when the final remnant of German shipping sailed from Le Havre, having mined the harbour. It was attacked by Dixon with three MTBs who sank two coasters while the destroyer set another on fire and damaged a fourth. The remaining ships dodged into Fécamp. Dixon was awarded his second DSC. As the Allies advanced, Dixon's group moved from Portsmouth to Dover and then back to their home port at Felixstowe. His final DSC was earned when, on the night of April 7, 1945, his two MTBs were guided by the radar of the frigate Thornborough to the vicinity of a group of E-boats. In a surprise attack, two E-boats were sunk. Dixon and his crew appropriated some superior German lifejackets and afterwards, to the mild annoyance of the authorities, used to wear them. On May 13, 1945, Dixon was present at the final dignified surrender ceremony between E-boat and Coastal Forces leaders when the British escorted the E-boats from a rendezvous at sea to Felixstowe. He retired in 1946 as a temporary acting lieutenant-commander. The son of a Nottingham person, John Dudley Dixon trained as a solicitor. He was a keen musician and played the marimba (a type of xylophone) in Jack Hylton's band in the late 1930s as well as solo pieces for the BBC. Shortly after the war he became the home secretary of the Society for the Propagation of the Gospel, a High Church Anglican missionary society founded in 1701 and merged with the Universities' Mission to Central Africa as the USPG in 1965. He coordinated interest in and fundraising for the society throughout the UK and, with his lawyer's training, acted as the guardian of the society's constitution. He earned a fine reputation for his application and polite persuasiveness and was appointed MBE for this work in 1980. His musical talents surfaced again with an enthusiasm for the cimbalum, a form of xylophone played by Hungarian gypsies and for which there is no music written. He used to make trips to Budapest, and after 1956, to Amsterdam and The Hague to play with gypsy bands of the diaspora. Indeed, during the Soviet invasion of Hungary, his north London house was home to an entire Hungarian gypsy band. Dixon was also a great enthusiast for Lagonda motor cars and, until recently, himself owned a fine specimen. His first wife Gladys died in 1955. He is survived by his second wife, Francesa, whom he married in 1957. There were no children.

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THE DROUGHT, ENGLISH RAINFALL DOWN BY HALF

ON THIS DAY, October 15, 1921

ON THIS DAY, October 15, 1921

ON THIS DAY, October 15, 1921

ON THIS DAY, October 15, 1921

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Trust Churchill's to help you, Conquer your stairs in one easy step

Trust Churchill's to help you, Conquer your stairs in one easy step

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Mean Machine makes up ground on leading team



THE gap at the top of the Times Interactive Team Football overall competition has narrowed...

The weekly winner is Mr D. Mathieson, from Whitehaven, with his team I Ale, Yorkshires...

Goalkeeper G Marshall (Celtic) Full backs L Dixon (Arsenal) M Jackson (Everton)

Central defenders T Boyd (Celtic) S Campbell (Tottenham)

Midfield players D Beckham (Manchester Utd) R Fox (Tottenham) V Jones (Wimbledon)

Strikers E Bo Andersen (Rangers) G Stuart (Everton)

Manager R Aitken (Aberdeen) It is early days, but if your team could be doing better...



Ian Wright scored twice for Arsenal on Saturday. He is the leading striker in ITF, having notched up 26 points.



you can move into the transfer market to improve your fortunes. You can use the ITF transfer system which allows

you to change up to two players each week and to adjust your team if one of your players is actually transferred out...

You can make transfers only by telephone. Using a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone)...

When making a transfer, you must ensure that the team does not contain more than two individuals (two players or one player and a manager) from the same club.

If you are lagging behind the leading team selectors, the transfer system will be an appealing option to you in the chase for the prizes...

HOW THE SCORING SYSTEM WORKS IN ITF

Table with 2 columns: Action (e.g., Goalkeeper keeps clean sheet), Points Scored (e.g., 4pts), and additional actions.

POINTS DEDUCTED

Table with 2 columns: Action (e.g., Goalkeeper concedes goal), Points Deducted (e.g., 2pts).



ENTER TIMES ITF BY TELEPHONE - THERE ARE BIG PRIZES TO BE WON EVERY WEEK AND EVERY MONTH

The Manager of the Week and the Manager of the Month are up for grabs from now until the end of the season. You could be a winner of either by entering a team today...

You can still be a big winner in ITF. To enter today, just follow the instructions below. Enter ITF by phone on 0891 405 011

- 1. You must use a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone).
2. Choose 1 goalkeeper, 2 full backs, 2 central defenders, 4 midfielders, 2 strikers and a manager.

a) You must tap in (not speak) the full set of selections (using the five-digit player codes) for each of your 11 chosen players and your manager.

b) You must speak the name of your team (no more than 16 characters) your name, address, with postcode, and daytime telephone number.

c) Finally, you will be given a ten-digit personal identification number (PIN) at the end of the call. You must keep a note of this number and your chosen team as no postal notification will be sent.



HOW TO MAKE A TRANSFER IN ITF

Call 0891 866 968. If telephoning from outside the United Kingdom call 44 990 200 668.

You may make transfers only by telephone using a Touch-tone (DTMF) telephone (most push-button telephones with a * and a hash key are Touch-tone). You will need your ten-digit selectors PIN, which you will have to tap in, not speak.

You may only make transfers in one team per telephone call. If you have entered two teams and want to make transfers in both, you must make two separate calls.

The transfer week runs from 00:01 on Tuesday to midnight the following Monday. Transfers made before noon each day will become effective immediately. Transfers made after noon will become effective for matches played after noon on the following day.

Chances will be charged at 45p per minute cheap rate, 50p per minute at other times. Calls made from public telephones may cost approximately twice as much.

Form for entering player codes and team name: Player out Club, Player In Club, Player code, Club name.

THIS WEEK'S TRANSFERS table with columns for Player ID, Name, Action, Club, and Cost.

THE LEADING 250 ENTRIES IN THE TIMES INTERACTIVE TEAM FOOTBALL GAME

Large table with 4 columns: Pos, Team, (Player's name), Pts. Lists top 250 teams and their managers.

FIND OUT HOW YOUR TEAM IS DOING. Call the ITF checkline on 0891 894 643. Check your points total and your ranking. You need a Touch-tone (DTMF) telephone...

كندا من الاصل

The ITF players, their points and their values if you are considering the transfer option

مركزنا للأصول

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like M Watt, N Walker, D Seaman, etc.



Alan Shearer has been in prime form recently. With 21 points in ITF to his credit, can you afford to leave him out?

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like C Tiler, R Smeets, C Hendry, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like P Grant, D Canio, P Williams, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like S McKimmie, D Dixon, N Winterburn, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like D Wassall, J Laurson, R Johnson, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like M Ford, A Couzens, M Thirkel, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like A Rae, P Bracewell, M Smith, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like S Booth, D Shearer, W Dodds, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like R Aitken, A Wenger, B Little, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like R Aitken, A Wenger, B Little, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like B Irvine, C Woodthorpe, A Adams, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like D Windass, S Glass, P Bernard, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like D Wood, S Stone, S Gemmill, etc.

Table with columns: Code, Name, Team, Em, Pts, Wk, Ov. Lists players like R Aitken, A Wenger, B Little, etc.

NEWS

Speaker urges full sleaze inquiry

The Speaker increased pressure on the Government over the cash-for-questions affair by demanding a full and speedy investigation into "very serious" allegations made over the past three weeks.

Betty Boothroyd's intervention on the Commons' first day after the summer recess means that the parliamentary watchdog is likely to get more staff and other resources for a wide-ranging inquiry over several months. Pages 1, 2, 11, 20, 21

Mowlam pleads with jailed terrorists

Mo Mowlam, the Shadow Northern Ireland Secretary, tried to shore up the loyalist ceasefire by meeting 12 Protestant paramilitary inmates at Maze prison. They told her that their ceasefire would be maintained only if London and Dublin clamped down on the IRA. Page 1

Cullen eschews ban

Lord Cullen is believed to have stepped back from calling for a total ban on handguns in his report on the Dunblane massacre, which has been delivered to the Government. Page 1

Mercy killer freed

A man who killed his brother to end his suffering from a degenerative illness walked free from court after his case was described as exceptional. Page 8

Block on diabetic

A diabetic man has been refused permission to emigrate with his family to Australia because he may impose too heavy a burden on the country's health system. Page 9

'Le Trib' cuts costs

The International Herald Tribune, the American newspaper which first began publishing in Paris more than 100 years ago, may soon be driven back to the United States by high costs in France. Page 12

Global cooling

A sharp cooling of the planet occurred this year, reversing the warming trend that began in the early 1980s, meteorological Office scientists said. Page 1

Backing for Birt

John Birt's shake-up of the BBC World Service was broadly endorsed by Malcolm Rifkind, the Foreign Secretary, in the face of widespread criticism of the reforms. Page 2

Drug test failed

Mark Tott, Britain's Olympic bobsleigh driver, has been banned from the sport for life after testing positive for anabolic steroids. Page 3

Promotion doubts

The second most senior officer in the Army could be beaten to its top post of Chief of the General Staff in a string of Defence Ministry appointments. Page 4

Merson on his own

The footballer Paul Merson and his wife disclosed that their six-year marriage had collapsed under the strain of his recovery from addictions to drinks, drugs and gambling. Page 5

Anti-EU vote

A group fiercely opposed to European integration made the strongest gains in Austria's European Parliament elections. Page 13

Clinton fallout

Two of President Clinton's top advisers, George Stephanopoulos and Defence Secretary William Perry, disclosed that they may not serve in a second Clinton Administration. Page 16

Warlords target Kabul

Forces opposing Taleban met in the strategic Salang Pass to discuss moving south to capture Kabul, the Afghan capital, from the Islamic militia. Page 17

Muddy voyage through time

A boat enthusiast who, 21 years ago, dug out a derelict Victorian yacht from the mud of an Essex estuary with his bare hands has been told that the vessel could now be worth more than £1 million. Edward VII and the future George V are believed to have been among those who were entertained on board the Sorceress. Page 7



Seeing spots: part of the ready-to-wear collection by the Japanese designer Junko Koshino on the catwalk in Paris yesterday

BUSINESS

Euro conflict: Kenneth Clarke put Britain at odds with Germany and many other EU members over single currency plans. Page 27

Bounce back: Stephen Hinchliffe, whose collapsed Facia empire is being investigated by the Serious Fraud Office, is using a £50 million German shoe chain to fund a possible return to the business arena. Page 27

Economy: Encouraging figures on industrial costs and prices helped the stock market to hit another record high. Page 27

Markets: The FT-SE 100 rose 11.9 to close at 4040.0. Sterling's trade-weighted index rose from 87.8 to 88.0 after a rise from \$1.575 to \$1.5795 and from DM2.4124 to DM2.418. Page 30

SPORT

Rugby union: The Scottish Rugby Union has banned an Edinburgh Academicals prop for four years for serious foul play. The player may face criminal charges. Page 47

Football: Mark Bosnich, the Aston Villa goalkeeper, has been charged with misconduct by the FA for his offensive salute to Tottenham Hotspur supporters. Page 52

Motor racing: Damon Hill, the 1996 Formula One champion, has been riding on the Bullet Train between Nagoya and Tokyo, celebrating his title victory. Oliver Holt joined him. Page 52

Racing: The Derby is to have a supplementary entry stage for the first time in its 216-year history, to ensure participation of the best horses. Page 46

ARTS

Oxford honours: After a £4 million lottery-funded facelift and several narrow escapes, the Oxford Playhouse is to reopen tomorrow with a world premiere. Page 36

Classical choice: The weekly guide to building a record library looks at Wagner's Parsifal, and Karajan takes the honours with the Berlin Philharmonic. Page 37

Rubens in the country: The National Gallery shifts its focus from fat ladies to Rubens's stunning landscapes in an important new exhibition. Page 37

Power struggle: For once the soprano takes a back seat as servant and master assume command in Glyndebourne's touring production of Mozart's Marriage of Figaro. Page 38

FEATURES

Don't look back: Pamela Bordes and Andrew Neil, former Editor of The Sunday Times, were lovers in 1989. She feels no fondness for his autobiography. Page 18

The Second Sex? In day two: did men need to think of women as weak in order to feel strong? Maureen Freely on results of feminism; Giles Coren on manliness; Lotte Hughes on warriors. Page 19

New Supreme Court? Are the Lords of Appeal in Ordinary (their full title) becoming more extraordinary? Plus this year's Times Law Awards. Page 39

Protecting old age: The new laws governing occupational pensions are causing upheaval within the industry. Page 41

On the doorstep: Businesses in the North East are spoilt for choice when it comes to finding commercial lawyers. Page 45



IN THE TIMES Iain R. Webb, fashion journalist of the year, on his impressions of the Paris catwalks



PROPERTY How to live like a lord: Rachel Kelly on renting historic homes

THE TIMES CROSSWORD NO 20,299

A crossword puzzle grid with numbers indicating the starting positions for the clues. The grid is partially filled with letters.

- ACROSS 1 Anchor and take in sail, unloading last of fish meal (8). 5 It may be added to the drink display (6). 10 Barkis, presumably, was willin' to do thus as promised (7,3,5). 11 Early childhood's current delusion (7). 12 Escaping charge, possibly, for unauthorised disclosure (7). 13 Soldier escorting sweetheart in dance (8). 15 Bovine of inferior quality (5). 18 The verse Frost recited (5). 20 Roguish as Conservative in mass meeting (8). 23 Criterion, perhaps, for scene of operations (7). 25 Adopt half of them and provide support (7). 26 Cling to remote possibility, punning novelist's family in conflict (4,7,4).
- DOWN 1 Glove material? Buy it for a child (6). 2 Perform notes framed by French composer in a melancholy manner (9). 3 Poison English archdeacon holding new honour (7). 4 Almost start off before time (5). 6 Supply of tobacco that depended on Napoleon? (7). 7 Member carrying round a bouquet (5). 8 Lodging-place helots treated extremely roughly (8). 9 Ship bearing greening over wide and dangerous waters (5). 14 Scandinavian nominates little fellow for a rise (8). 16 Discuss changing leader for this informal note (9). 17 Whimsical fancy revealed in note (8). 19 One may still be an outsider, however (7). 21 Person who judges the cooking of rabbit (7). 22 Try excessively when speaking to this matter (6). 24 Purposeless and discontented? (5). 25 Rotten nuisance, bearing such boredom (5).

TIMES WEATHERCALL

Table with 3 columns: Region, Sun, Rain, Max, Min. Lists weather forecasts for various UK regions like Greater London, West Country, etc.

AA ROADWATCH

Table with 3 columns: Road, Sun, Rain, Max, Min. Lists traffic and weather reports for major roads like A1, A10, etc.

HOURS OF DARKNESS

Table with 2 columns: Sun sets, Sun sets. Lists sunset and sunrise times for various locations.

FORECAST

General: England and Wales will have showers and sunny intervals. In eastern regions, rather more persistent rain will be slow to clear in the morning but then the day will be mostly dry.

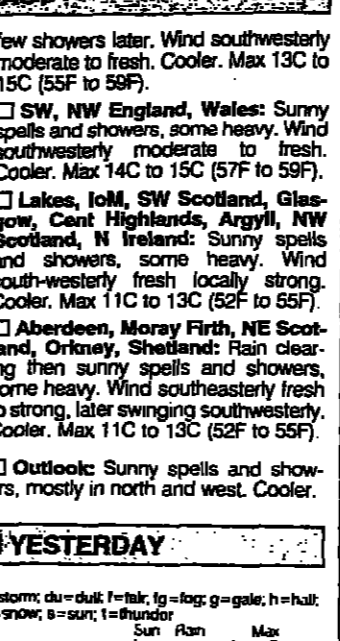
AROUND BRITAIN-YESTERDAY

Table with 4 columns: Area, Sun, Rain, Max, Min. Lists weather data for various areas like Aberdeen, London, etc.

ABROAD

Table with 4 columns: Area, Sun, Rain, Max, Min. Lists weather data for various international locations like Moscow, Tokyo, etc.

NOON TODAY



HIGH TIDES

Table with 4 columns: Location, AM, HT, PM, HT. Lists high tide times for various coastal locations.

HIGHEST & LOWEST

Table with 2 columns: Location, High, Low. Lists the highest and lowest temperatures for various locations.

TV LISTINGS

Preview: The heroin trail is followed from poppy fields to the streets of Britain in Network First (TV, 10.40pm). Review: Lynne Truss on the perfect formula of Vets' School. Page 51

OPINION

Powers and procedures A truly Tory Government should accept that the institution of Parliament is more important than any of its current tenants. Page 21

FAMILY FIRST

The best test of Tony Blair's speech on family values will be to see who disagrees with it. Page 21

AUSTRIAN ANXIETIES

Europe's politicians who have so blithely sown the wind of monetary union are now reaping the whirlwind. Page 21

COLUMNS

LIBBY PURVES

Unless we restore trust in one another and in the professions, the outlook is grim. We will all chase so many facts that we lose our grip and enter a dark age of rumour. Page 20

ALAN CLARK

Chamberlain had the advantage of a far larger majority than Mr Major. Dissidents were fewer in number, nor were they popular, many of them, even in their own constituencies. Yet in the end, the pressures on Chamberlain were such that he had to enter a series of pacts and regional alliances that were impractical and dangerous. Page 20

PETER RIDDELL

The Tories are correct that British public life is not particularly corrupt, or "sleazy", by international standards, but that is precisely why there now needs to be the fullest possible investigation. Page 11

OBITUARIES

Henri Nannen, journalist and art collector; Lieutenant-Commander Dudley Dixon, former home secretary of the United Society for the Propagation of the Gospel; Professor Tom ap Rees, Professor of Botany and head of the Department of Plant Sciences, University of Cambridge. Page 23

LETTERS

Church of England recruitment; paedophile register; sentencing policy; Peter Thurnham, MP. Page 21

Vertical text on the right edge of the page, including "High", "M", "hand", and other fragments.